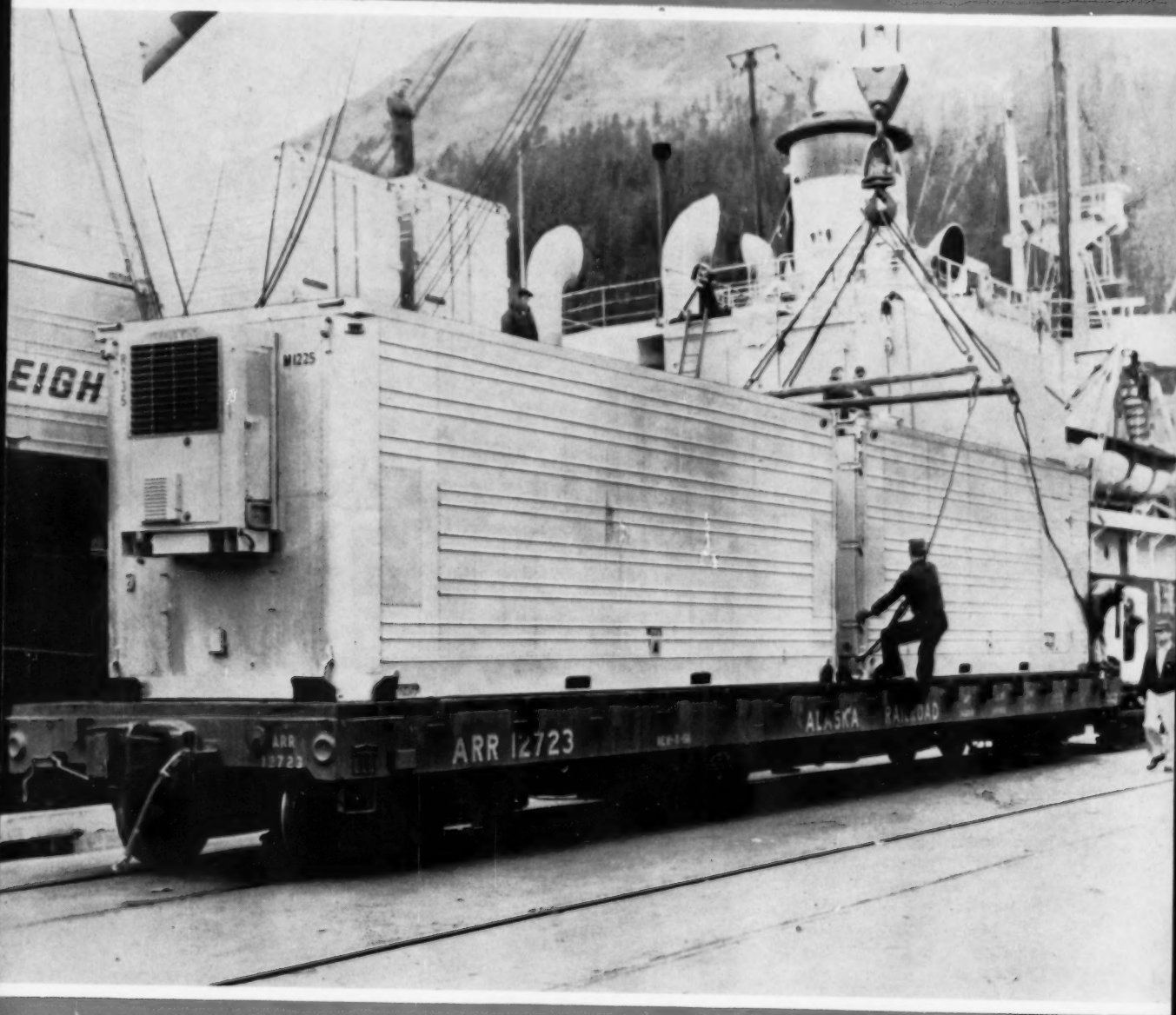


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A CHILTON PUBLICATION

MARCH 1959

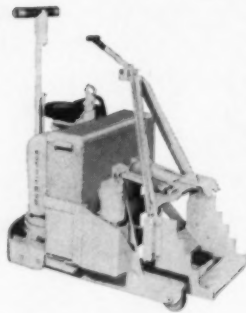


*What do you know about "Your Alaskan Counterpart"?*

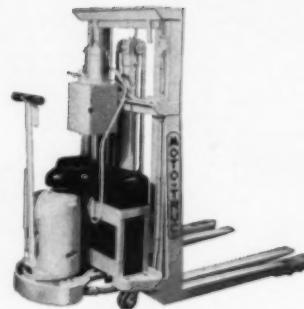
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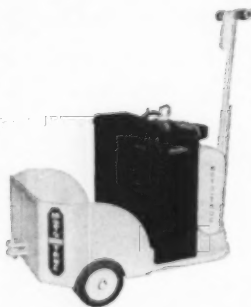
FORK TRUCK



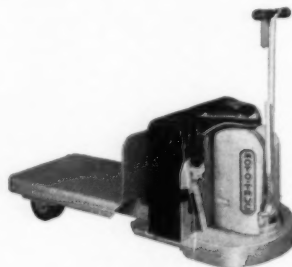
"GRIP-ALL" TRACTOR



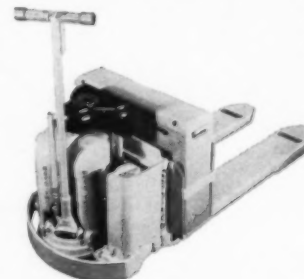
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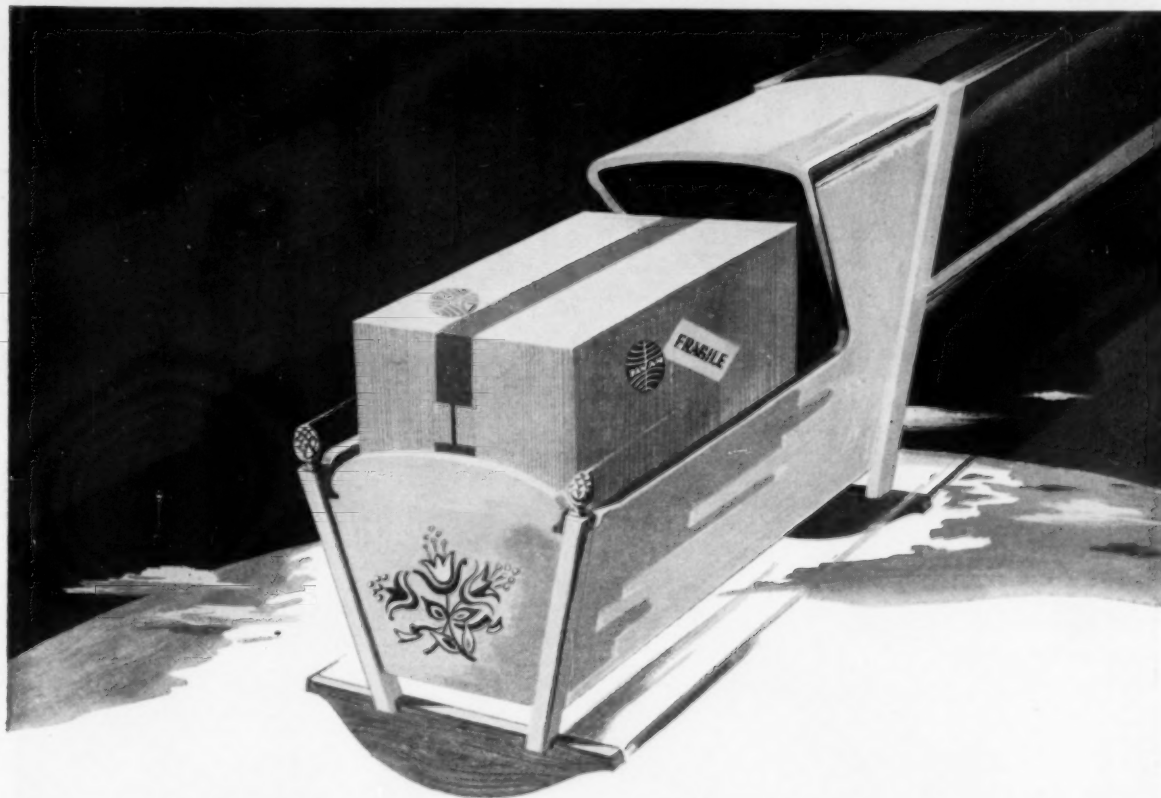
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MARCH 1959

1

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H. S. Webster, Jr.  
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#### WESTERN STATES

Don May  
1355 Market St., San Francisco 3, Cal.  
Telephone: UNDerhill 1-7737

Jack Kay  
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MARCH 1959

# DA DISTRIBUTION AGE

Vol. 58, No. 3

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March 1959

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3

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### Re-useable dunnage cushion pampers your lading!



Jarring starts and jolting stops can't harm lading cushioned by Air-Bloks.



Air-Blok is easy-in, easy-out dunnage; one man can block entire car swiftly.



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Damages practically disappear. Firestone Air-Blok pneumatic cushions protect lading with resilient air action. They dampen shocks, maintain uniform pressure and full contact to keep cargo tight, secure and undamaged. Tough Firestone rubber bladders, encased in treated canvas, can help you make substantial shipping savings.

**Dunnage costs drop.** There's no loss, no waste. Air-Bloks can be used again and again for true long-life economy. With Air-Blok, customers return only the cushions—not the cargo.

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A few experimental shipments will prove that Air-Blok is by far the most economical way to ship. It saves in every way. For information write Firestone Industrial Products Company, Noblesville, Indiana.

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# Firestone

BETTER RUBBER FROM START TO FINISH

DISTRIBUTION AGE





## IT HEARD THE FIRST CAR REPORTS

**A**s fast as rails were built across the West, telegraph wires were strung on glass-and-wood insulator brackets, like this weathered veteran now resting in Union Pacific's museum.

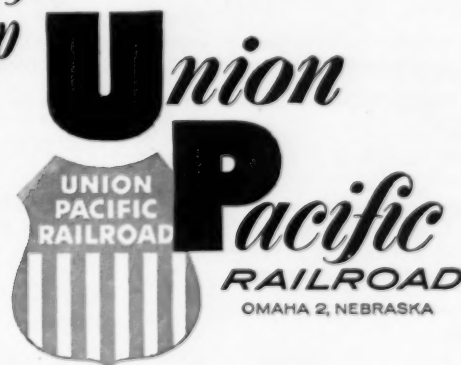
In fact, the rails and telegraph systems were built side by side, by Union Pacific. Fast reporting of train movements is part of Union Pacific railroading.

Today's reports flash coast-to-coast on Union Pacific's system of telegraph, interconnected with every U.P. traffic office across the nation. Shipments are tallied and pinpointed as they move along Union Pacific, so that up-to-the-minute reports may be passed along at a moment's notice, to shippers and receivers.

Electronics run the system, with punch-cards and teletype providing written records simultaneously throughout Union Pacific's traffic organization.

It's all for one purpose—to provide you the best in shipping service.

*be specific  
...ship*





**FTS60-24 — 6,000 lb**  
3 or 6-in. clearance

## Allis-Chalmers announces **NEW** Stevedoring Trucks that give you . . .

**Plenty of Capacity** to do the job, month in and month out.

**Quickly Removable Counterweight** reduces weight for easy handling by crane with limited capacity.

**Greater Ground Clearance** (either 3 or 6 in.) permits traveling over rails, other obstructions.

**Rugged Construction Throughout**, typified by the automotive-type frame and Allis-Chalmers heavy-duty industrial engine, keeps these trucks on the go.

**Convenient Controls** permit the operator to get more done, work with less fatigue.

**Choice of Fuels** — diesel, LP gas, or gasoline.

Find out more about these new Allis-Chalmers stevedoring trucks from your dealer. You can't beat them for the job! Ask for Bulletin BU-476. Allis-Chalmers, Milwaukee 1, Wisconsin.

BH-106



Removing counterweight reduces weight of the FTS60-24 to 6,250 lb for easier handling of the trucks by crane.



# ALLIS-CHALMERS

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Plan  
to stay  
ahead...  
**MODERNIZE!**



*If they're  
out of the way  
—and need it  
right away...*



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United, as the only coast-to-coast airline with all-fleet radar, can promise you unmatched delivery performance and a smoother ride for fragile shipments. Whether your shipment goes by DC-6A Cargoliner or one of the 900-plus daily passenger flights, on-time schedule dependability is improved by radar, a feature customers appreciate.

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# NEWS

## ATA Executive Committee Acts On Industry Problems, Policy

The organization of a new standing committee, action on illegal for-hire trucking, and the Pan-Atlantic Steamship rate case are some of the problems considered at a recent meeting of the ATA Executive Committee.

A standing committee to keep abreast of new developments and responsible for the review of containers in all ramifications was created at the recent quarterly meeting.

The Association has voted to take all "appropriate action needed" to curb sham farmer co-operatives from illegally engaging in for-hire interstate motor transportation.

Concerning the Pan-Atlantic Steamship Co.'s. proposed freight rates for service to shore points out of its "terminal areas," the ATA told the ICC that since the company cannot describe a "terminal area" in Jacksonville, Fla., the tariff should be disapproved.

The ATA offered, also, a helping hand to Alaskan truck operators who seek to develop a soundly organized state association.

—DA—

## ICC Proposal Affects Driving Time

The Interstate Commerce Commission proposes to authorize its field personnel to remove drivers from service who are found to be in excess of their weekly on-duty time or their daily driving limit. The ICC proposes also to delete sections that permit up to 12 hours driving time under emergency or adverse conditions.

MARCH 1959

## TAA Annual Meeting in Chicago Elects Prior, Sen. Smathers Given Seley Award for Efforts

Frank O. Prior, chairman of the Board of Standard Oil Co. (Indiana), was elected Board Chairman of the Transportation Assn. of America at the organization's recent Annual Meeting in Chicago.

"A national transportation authority with sole interest in the welfare of the nation and its carriers" was advocated by W. A. Patterson, president of United Airlines.

—DA—

## Group Rate Hearings Begun

The subcommittee of the House Merchant Marine Committee has begun hearings in Washington, D. C., concerning steamship conference dual-rate practices.

Hearings will take place two days a week until the Washington part of the subcommittee's work is completed. The hearings will then move to New Orleans, Chicago, and San Francisco.

## ASME Moves to Set Standards



An American Standard to govern the size and design of shipping containers came closer to reality as subcommittees of the National Standards Committee MH-5, sponsored by the American Soc. of Mechanical Engineers, met in New York. Models of suggested cargo size units are inspected by Herbert H. Hall (right), chairman of the MH-5 committee, and Chester J. Heinrich (left), technical director, U. S. Navy Supply Research and Development Facility

—DA—

## ARI Annual Meeting, May 3-6

The Air-Conditioning and Refrigeration Institute will hold its Annual Meeting at Hot Springs, Va. The sessions will run from May 3rd to 6th.

(Please Turn Page)

## Chuting the News...

(Continued from Preceding Page)

### Common Carrier Problems Tackled by RCCC In Dallas During Four Days of Meetings

The Regular Common Carrier Conference, ATA, held a four-day meeting in Dallas on national defense needs, intercity mail transport, and improved over-the-road operations, recently.

Abe McGregor Goff, ICC member, spoke on industry problems; General Sewell Morris, of the Military Traffic Management Agency, Department of Defense, presented U. S. government needs to the Conference Board.

Morris, executive director of MTMA, said that the Defense Department seeks to perfect plans in collaboration with the organized trucking industry and other transport agencies to bring commercial transportation's full weight in support of the military should the need arise.

Introduced before the meeting were data concerning improved over-the-road equipment, improved terminal operations, and reduced transit time.

—DA—

### CAB Creates New Air Class, Certificates 23 Carriers

The Civil Aeronautics Board has established a new class of certificated air carriers, the supplemental air carrier, and awarded certificates of public convenience and necessity to 23 applicants.

The 23 airlines will operate under temporary certificates for two or five years. The terms of the certificates will allow the carriers to perform scheduled domestic charter service without frequency limits.

—DA—

### Confection TM's Meet, Elect

Marcel Solay, traffic manager for Mason, Au and Magenheimer, was elected chairman of the Manufacturing Confectioners Traffic Conference at the organization's Annual Meeting in New York recently.

### Semi-Annual Pallet Makers' Meeting Votes New Promotion

The Semi-Annual Meeting of the National Wooden Pallet Mfrs. Assn., in Hollywood, Fla., elected Thomas N. DePew president and gave unanimous approval to a proposed promotion program for 1959.

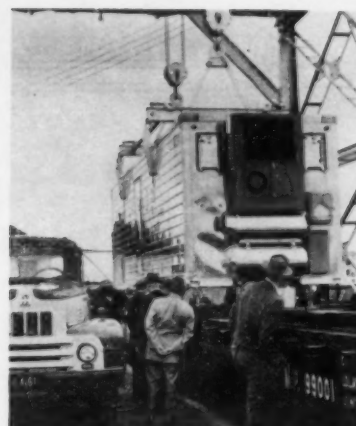
Other officers elected to serve during 1959 are Robert F. Burgin, Jr. and Calvin A. Dorr, vice presidents; William H. Sardo, Jr., executive vice president and secretary; and Frank H. Woodward, treasurer.

Members and their guests heard reports that the wooden pallet industry felt a five per cent decrease in sales volume during 1958, but that a healthy five per cent increase in sales for this year is foreseen.

### Pallet Makers Elect



Ellis C. Goodwin (right), of Mine Run, Va., hands over the gavel to Thomas N. DePew, of St. Louis, Mo., (left) who was elected president of the National Wooden Pallet Mfrs. Assn. at the group's recent Semi-Annual Meeting at Hollywood, Fla.



### Joint Meeting of LCNC-HSCC To Have Workshop, Speakers

The Joint Meeting of the Local Cartage National Conference and the Heavy-Specialized Carriers Conference will meet in Washington, D. C., April 5-8 at the Shoreham Hotel.

ICC Commissioner Charles A. Webb will address the three-day meeting. He will discuss "Freedom, Virtue, and Regulation."

A workshop headed by representatives from the cartage, assembling, distribution, short haul carrier, and truckleasing fields will be held also.

—DA—

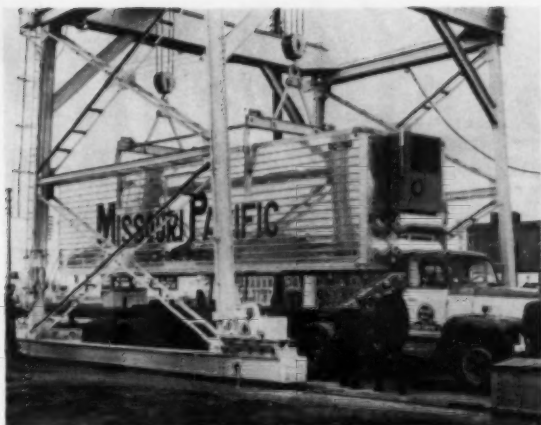
*Pan American World Airways will inaugurate all-cargo service across the Pacific on April 1 with a once weekly schedule between San Francisco and Manila.*

—DA—

### FBA to Meet April 8 in Capital

The opening session of the 20th Spring Meeting of the Fibre Box Assn. in Washington, D. C., April 8, will begin with the presentation of awards to the gold, silver, and bronze ribbon winners in the Fibre Box Competition.

Speakers for that day will be Carl F. Oechsle, assistant secretary of commerce for domestic affairs and Raymond G. Fisher, marketing vice president of Continental Can Co.



To transport produce from Texas, the Missouri Pacific Railroad recently purchased 100 mechanical refrigerated containers and 50 highway chassis from Trailmobile, Inc. Cranes are located at 18 shipping centers. Far left: Freed from chain tie-downs, a container is lifted from car. Left: Placing it on truck bed is one-man operation. Above: Six clamps lock it

## Schwartz Elected President at NASAB Convention, Loomis Appeals for End to All Featherbedding

The 22nd Annual Meeting of the National Association of Shippers Advisory Boards, meeting in St. Louis, Mo., elected Louis A. Schwartz as president.

Daniel P. Loomis, president of the Association of American Railroads, and Philip A. Hollar, vice president-assistant to the president of the AAR, were principal speakers during the three-day gathering.

Loomis, addressing the more than 400 shippers, receivers, and carriers of rail freight, made the initial move for the drive against featherbedding by appealing to the leaders of train operating brotherhoods to join in seeking a special Presidential commission and work for a practical solution.

Loomis warned that featherbedding poses "the most difficult labor issue ever faced in railroading," and strengthens the possibility of strikes and economic disruption.

A strong plea for "economic common sense" was advanced by Philip A. Hollar. He declared that public policy should aim at equal treatment of all forms of transport so that "each could be free to utilize its inherent advantages to the hilt, not bulge artificially with government's aid into another's domain of greatest natural capability."

Other than President Schwartz, new Board officers include Wilton C. Cole, vice president; Karl S. Wright, second vice president; and Lester E. Olson, secretary. Perry G. Jefferson was chosen chairman of the Freight Loss and Damage Prevention Committee.

## Three Truckers Merge in Ind.

Operating as Best Way of Indiana, Inc., are three recently merged companies: Gerard Motor Express, Inc., and Green Line Motor Express, Inc., both of Terra Haute, and B B and I Motor Freight, Inc., of Bloomington. A \$50,000 remodeling project is being completed in Chicago and terminal space in Indianapolis has been doubled.

*Agreements with 33 regional motor truck lines to provide an integrated air-truck service to more than 100 cities has been completed by The Flying Tiger Line.*

## Johnson REA President

The Board of Directors of the Railway Express Agency announced recently that William B. Johnson has been elected president. Alfred L. Hammell is the new chairman of the Board.

## Over 200 Firms to Exhibit at MHI Exposition in Cleveland

To date, more than 200 firms have announced their plans to exhibit their latest designs and equipment at the Material Handling Institute, Inc. Exposition.

To be held in Cleveland's Public Auditorium, June 9-12, the Exposition will provide speakers, delegates, and exhibitors of interest to all persons in the materials handling and distribution fields.

One segment of the Exposition will be technical sessions with the theme "Breakthrough." They will deal with materials handling costs, how-to lower production expenses and increase profits.

## Cooper of ATA to Address TOC Spring Meeting April 26-30

J. Robert Cooper, president of the American Trucking Associations, Inc., will be a featured speaker at the 11th Annual Meeting of The Operations Council, ATA.

Other speakers for the April 26-30 meeting in Minneapolis, Minn., include F. S. Macomber, of A. T. Kearney and Co., and John Miller, of the ATA's National Freight Claim Council.

Mobile bins designed for the handling of small shipments will be Macomber's topic. A containerization clinic will be staged by the Clark Equipment Co.

(Please Turn to Page 13)



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Gordons Transports, Inc.*

MANAGING DECATUR TRANSIT TRUCK LINE, INC.

General Offices: Memphis, Tenn.



**DIRECT SERVICE  
FROM CHICAGO AND ST. LOUIS  
TO MOST MAJOR CITIES  
IN THE SOUTH**



## Chuting the News...

(Continued from Page 11)

### Transportation Undersecretary To Address AMHS Exposition

John J. Allen, Jr., undersecretary of commerce for transportation, will be the featured speaker at the American Material Handling Society's 10th Anniversary Banquet June 11 in Cleveland.

The banquet will be held in conjunction with the Material Handling Exposition. Allen will speak on the opening of the St. Lawrence Seaway and its effect on relations between Canada and the United States.

—DA—

### Seaborne Container Service

Seatrains Lines, Inc. has begun seaborne freight container service on a twice-a-week schedule between New York and the Texas City-Houston port terminal area.

The containers are constructed of fiberglass panels plied to wood and reinforced with a steel box frame. Seatrain ships are designed to carry 100 freight cars each. They use four decks, four tracks wide which can handle 64 Seamobile containers and 80 rail freight cars.

—DA—

### IC Gets New Teleprinter

The Illinois Central has installed a new high-speed teleprinter to expedite the classification of 50,000 on-line freight car records daily.

The teleprinter is capable of transmitting 600 words a minute as contrasted with the usual 60 and 100 wpm teleprinters now in use. Train information is teletyped from various locations on the IC line and received on perforated tapes in the railroad's central communications center at Chicago.

The tapes are fed into the teleprinter and reproduced in the accounting department seven miles away.

### Two Grace Ships Converted

A contract between the Grace Line and Maryland Shipyard and Drydock Co. has been signed to provide for the conversion of two vessels into container ships. They will use the lift-on, lift-off principle. The vessels will be in service between New York, the Caribbean, and South America.

—DA—

### ATA Supports Trucker Request

The American Trucking Associations, Inc., told the Interstate Commerce Commission that revisions in the Uniform System of Accounts for Class I Motor Carriers would give trucking companies a more realistic system of accounting for property purchased.

In support of the amendments, proposed by Consolidated Freightways, the ATA said that transactions between motor carriers for the purchase and sale of property ordinarily result in prices which reflect the real value of the property involved. Present requirements treat tangible property acquired as a part of a distinct operating unit in such a manner as to deny the right to recoup through depreciation charges to operating expenses a part of its investment in such tangible property.

—DA—

### REA Extends Withdrawal Time; NYC Planning to Leave Agency

The Railway Express Agency has tacked an additional four months on to its original Standard Express Operations Agreement to give member railroads more time to file notice of intent to withdraw from the agreement on Jan. 1, 1960.

In the meantime, the New York Central System announces its plans to leave REA, Inc., as of January 1, 1960. The Central believes that a more efficient system can be devised for the handling of small shipments. The Central maintains that it is losing \$11 million yearly on its express operations. At the present NYC is the largest stockholder of the REA, which is owned by 68 railroads.

### Borden Traffic Dept. Changes

The Borden Co.'s general traffic department has stopped handling details of operational transportation matters.

It now functions as a staff group which advises all divisions of the company and is instrumental in constructing transportation policy.

C. S. Decker and R. N. Rear are still manager and assistant manager, respectively, of the company. A distribution department has been formed and is under the direction of William J. Wilkes.

—DA—

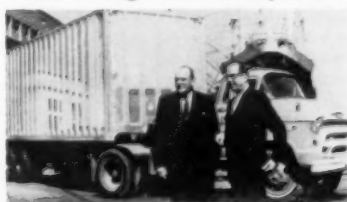
### New Import-Export Rates Urged

Several Eastern railroads plan to inaugurate special freight rates to reduce the loss of traffic to the St. Lawrence Seaway.

Railroads have learned that it is easier to maintain accomplishments than to begin working from the bottom up. Eastern traffic officers for many of the railroads are beginning to make certain adjustments in their export-import traffic rates between the interior and North Atlantic ports. They are trying to hold the competition which stems from the St. Lawrence Seaway before the deeper section is opened in the Spring.

(Please Turn Page)

### Line Inaugurates Fishy-Back



Matson Navigation Co. has added 350 land-sea cargo containers and 275 highway chassis as part of its new fishy-back service. Original shipments have been made with containers as deckload, but the line expects to develop special freighters for shipments below deck

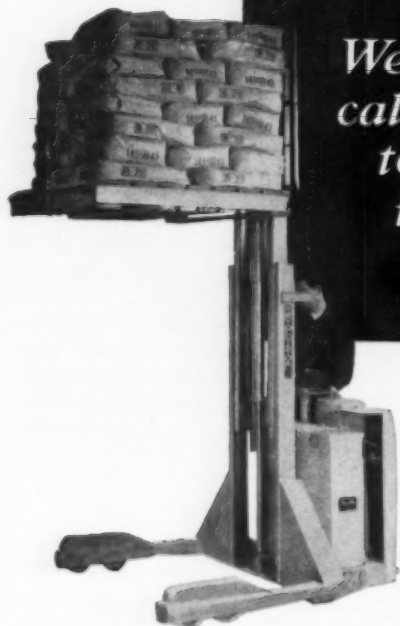
*Because this  
has what  
it takes...*

The rugged durability and extra value (Timken tapered roller bearings in every wheel, spring loaded non-kicking handle, slide planes for easy pallet entry and 360° lifting radius as standard) of the REVOLVATOR Red Giant hand lift pallet truck (above) has built a reputation which means that...



Red Giant  
Hand Lift  
pallet truck

*We were  
called on  
to do  
this...*



Explosion-proof  
High-lift  
Go-Getter

One of six basic models... REVOLVATOR Series 54.00 Go-Getter for use in explosion hazardous areas for chemical and related companies with Class I Group D or Class II Group G hazards designed at the request of one of the country's leading safety authorities. This electric lift truck meets requirements for both hazards and utilizes screw type housings hydrostatically tested to pressures far beyond those required. Additional safety feature—hydraulically operated disc brake.

**Therefore:** Whether you need a standard piece of material handling equipment or specially designed equipment, call on

**REVOLVATOR CO.**

8796 TONNELE AVENUE, NORTH BERGEN, N. J.

Circle No. 4 on Card, Facing Page 53, for more information

## ...News

(Continued from Preceding Page)

### Club Briefs

The New Jersey Chapter of the American Material Handling Society, Inc., held its 10th Anniversary Party recently at the Irvington House.

The Traffic Club of Syracuse and Delta Nu Alpha held a joint meeting recently.

Central Valley Transportation Club of Modesto, Calif., presented a railroad and freight forwarders night recently.

An outgoing-president's luncheon was attended by members of the Board of the Traffic Club of Denver.

Delta Nu Alpha, Philadelphia Chapter held a dinner dance for wives and friends of members recently.

One thousand members and guests attended the 49th Annual Dinner of the Traffic Club of Newark.

The Hotel St. George in Brooklyn, N. Y., was the meeting place of the Traffic Club of Brooklyn's 25th Annual Banquet.

A Memphis Materials Handling Clinic was sponsored by the Mid-Tennessee Chapter of the American Materials Handling Society.

William M. Arpino was elected president of the Motor City Traffic Club of Detroit recently.

Classification freight was the topic covered by George A. Olsen at the Metropolitan New York Chapter, Assn ICC Practitioners.

H. W. Von Willer, president, Erie Railroad, spoke before the Annual Dinner of the New York Traffic Club recently.

The Delaware Valley Chapter of the American Material Handling Soc. listened as "Handling Methods in the U. S. Post Office" were discussed.

(Please Turn to Page 16)

### Custom Trailers



These 23-ft double trailers were custom built by Fruehauf Trailer Co. for the Sparkletts Drinking Water Corp. for its plant-to-warehouse deliveries. They permit the company to palletize their bulk deliveries

*go-how:*

## it gets cables to Chicago

where power waits to flow

To ship cables to Chicago...  
carpets to Columbus...  
aluminum to Allentown...  
or any other product needed  
anywhere in the forty-eight  
states... rely on the modern  
dock-to-door motor carrier,  
America's most dependable  
shipping service.

*the direct, economical way to ship—* **Eastern**  
EXPRESS, INC.  
*The motor carrier with more go-how™*



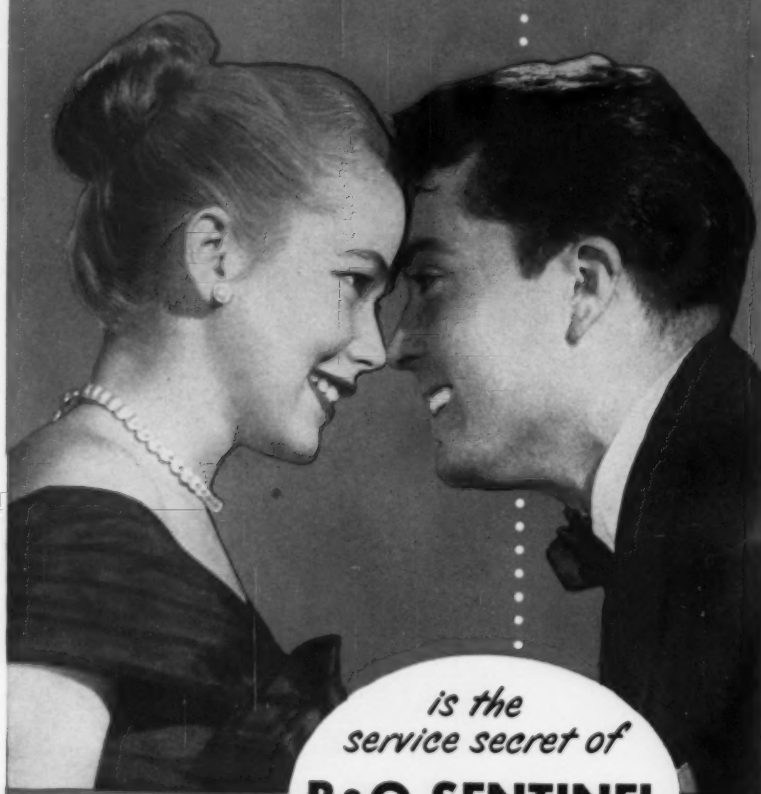
The image contains a map of the Eastern United States, including parts of New England, the Mid-Atlantic, and the Southeast. A network of lines connects various cities, representing shipping routes. To the right of the map is a photograph of a white Eastern Express motor carrier truck. The truck has 'Eastern EXPRESS, INC.' written on its side and the number '2901' on the front bumper.

GENERAL OFFICES: 1450 WABASH AVENUE, TERRE HAUTE, INDIANA

Connecting the Eastern Seaboard with the Industrial Midwest: Akron • Baltimore • Bethlehem • Bridgeport • Chicago • Cincinnati • Cleveland • Columbus  
Dayton • Evansville • Ft. Wayne • Harrisburg • Indianapolis • Jersey City • Metuchen • New York City • Philadelphia • Pittsburgh • St. Louis • Trenton • Zanesville



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service secret of*  
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SERVICE**

The carload you ship via Sentinel Service is timed dependably, siding-to-siding! More than that, closest car-contact in transit allows quickest report to shipper and receiver of any interruption in car movement. B&O Sentinel Service is *dependability designed for you. Try it. Ask our man!*



**B&O** **BALTIMORE & OHIO RAILROAD**

Constantly doing things—better!

## ... News

(Continued from Page 14)

### News Briefs

Consolidated Freightways, Inc., has formed a company to conduct steamship operations between California and Hawaii with concentration on general and refrigerated cargo service.

New officers of the Industrial Traffic Managers Assn. of Kansas City are: T. E. Majors, president; L. O. Wescott, vice president; Earl Miller, secretary-treasurer; and Richard L. Rowley, Max Crawford, and Harry Vick, directors.

Gateway Transportation Co., La Crosse, Wis., has purchased the Northern Transportation Co., Green Bay, Wis., and Anchor Transfer and Storage Co., Fond du Lac.

Fifteen management officials headed by Robert S. Carter, participating in a conference held in Salt Lake City, completed plans for faster Interstate Motor Lines flyer schedules with frequent fixed time departures on all trailers.

The Materials Handling Exposition in Canadian Industry was held recently in Toronto.

Speaking at the Annual Meeting of the Alabama Conference recently, R. D. Jordan, Chief Interstate Highway Engineer of the State Highway Dept., stated that the latest cost estimates of the Interstate System, made in 1957, were in line with today's construction costs. He noted that nationally the 1957 estimates for the 13-year program were from \$27 to \$37 billion over the original estimate of 1955.

The Gulf and South American Steamship Co., Inc., of New Orleans, La., and the Federal Maritime Board have reached agreement on a 20-year operating differential subsidy contract which expires Dec. 31, 1978.

A C-133 Cargomaster of the Military Air Transport Service recently carried 117,900 lb of cargo to an altitude of 10,000 ft in a record-breaking flight from Dover, Del.

Ward LaFrance Truck Corp., Inc., Elmira, N. Y., has created six new divisions: Fire Apparatus Div.; Motor Truck Div.; Utility Equipment Div.; Government Sales Div.; Sales Div.; Custom Body Div.; and a Cargo Container Div.

Kelley Co., Inc., Milwaukee, Wis., has been accepted into the membership of The Material Handling Institute, Inc.

In conjunction with Pan-Atlantic Steamship Corp., Spector Freight System, Inc. is offering an integrated freight service to and from Puerto Rico.

(Please Turn to Page 19)

DISTRIBUTION AGE





## *You're paying for new trucks...why not own them?*

Times change. So does equipment efficiency. The new *Clarklift* fork trucks pictured above, for example, have been tested and proved to be 30% more efficient than the average truck in use today. Over four years of designing, testing, and field-proving has demonstrated time and again that *Clarklift* owners get a fast return on their investment in extra production alone.

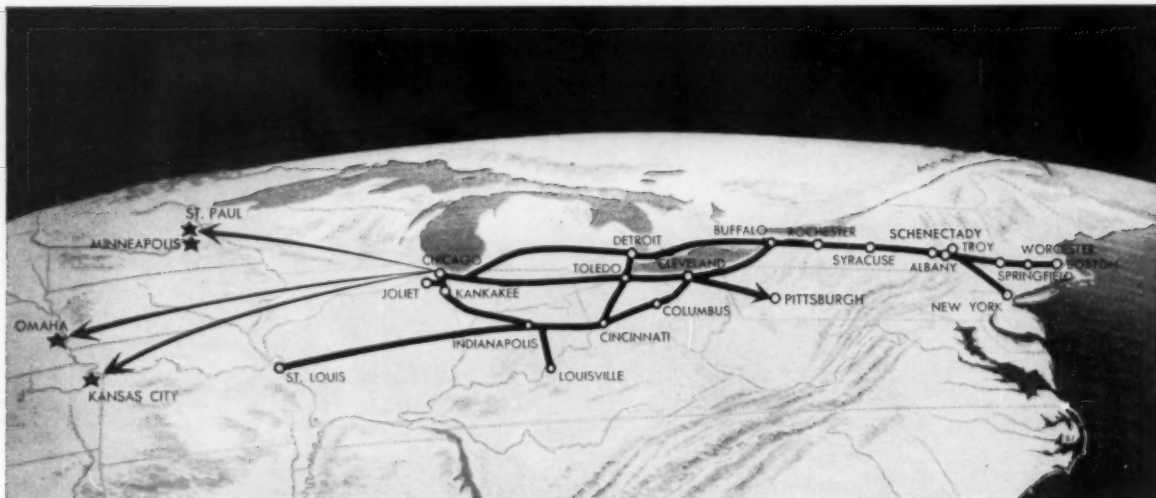
And, of course, if you have old equipment, there's the high cost of maintenance to consider. If your present trucks are frequently down for repairs, you're paying dollars not only for the parts and labor involved, but you're also paying

for lost production, supply and shipping bottlenecks, poor use of manpower. It all adds up. It means you're paying for new equipment every day... *but without owning it.*

A planned equipment replacement program is worth investigating. Simply write: Planned Replacement, Clark Equipment Company, Battle Creek, Michigan. We'll arrange to have a representative call to survey your operation and explain the various programs available.

**CLARK®  
EQUIPMENT**

CLARKLIFT is a trademark of Clark Equipment Company



○ Flexi-Van Service available on the New York Central to these points. Note addition of Pittsburgh.

★ Flexi-Van Service is also available to these points by connecting railroads.

## EXPANDING...

**Flexi-Van is reaching into new territories and deeper into every region it serves!**

Flexi-Van Service has stretched out again! Now it reaches Pittsburgh, Minneapolis, St. Paul, Kansas City and Omaha in addition to the regions already served. And later this year, Flexi-Van will go all the way to the West Coast!

In another way, too, Flexi-Van Service is covering more and more territory. Plants many miles away from the railroad can now enjoy the special advantages of this unique highway-rail freight transportation system. Check *your* routings and see if you are getting all of these advantages—only Flexi-Van offers them all:

**Fast, dependable handling.** Flexi-Van Service gives the speed and all-weather reliability of rail transportation, plus truck flexibility.

**"Containerized" shipping** all the way—you load your freight in the Flexi-Van at your shipping dock. It stays just the way you put it until it's unloaded at the consignee's platform.

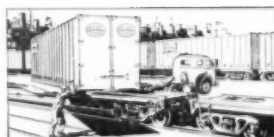
**Low damage risk.** Because the Van goes on the train minus wheels, it rides low. And with a low center of gravity, rubber cushioning and roller bearings, your shipment gets a shock-free ride.

**A capacity of 2,200 cu. ft.,** with minimum weights and rates that are competitive with other shipping methods.

Try Flexi-Van and see! If you are not sure your plant and destination are within Flexi-Van's new longer reach, call the nearest New York Central agent and find out.

## New York Central Railroad

*Ask for FLEXI-VAN Service*



From shipping platform...to rails...your freight highballs to receiver

## Chuting the News...

(Continued from Page 16)

### Truck Microwave Hearings

Public hearings on the trucking industry's application for a license to operate an experimental microwave system between Ft. Worth and Dallas, Tex., were concluded recently with the appearance of three witnesses in support of the application.

Filed in the name of Central Freight Lines, the application was in behalf of 13 Texas motor trucking companies and the American Trucking Associations, Inc. and submitted during 1954.

The application seeks approval of a point-to-point microwave broadcasting and receiving system between the two Texas points. The purpose of the equipment is to discover what uses a privately-operated microwave system may hold for the trucking industry.

—DA—

### M-H Training Course Date Set

The Industrial Management Center, Lake Placid Club, N. Y., has announced the Sixth Annual Material Handling Training Course to be held June 14-27. It will consist of an integrated series of lecture-discussion sessions on phases of materials handling. The course will be under the direction of James Bright and authorities in various fields.

### King-Size Piggy-Back



This 85-ft flatcar for piggy-back use was unveiled recently at the Berwick, Pa., plant of American Car and Foundry Div. of ACF Industries, where 400 are being made for Trailer Train Co. The car is 10-ft longer than previous models. It weighs 15,000 lb less. It is capable of carrying two 40-ft truck trailers with a gross weight of 140,000 lb.

### AAR Seeks End to Excise Tax

An end to the 10 per cent passenger excise tax is being sought by the Association of American Railroads. The group contends that the railroads are helping to pay for highways and airports which they cannot use in business. Also, that self-supporting railroads must face tax-supported competition, and that exempt farm product traffic is lost to truckers.

The railroads hold that due to unsound government policies on plant and equipment depreciation, they cannot modernize.

—DA—

*A traveling clinic sponsored by the American Material Handling Society's Region III, Pittsburgh Chapter and the University of Pittsburgh will meet on March 25 at the University of Pittsburgh campus.*

—DA—

### Aviation Traffic Survey Begun

Cooperation between the Nation's aviation community and the Federal Aviation Agency is necessary for the large-scale, general aviation air traffic survey started recently.

Sponsored by the FAA Bureau of Research and Development, the survey is nationwide in scope and entails the collection of detailed information on general air operations.

The Civil Air Patrol will contribute the manpower necessary for the collection of material.

—DA—

*Freight shipments from St. Louis to Los Angeles and the surrounding Southern California area will be speeded up to achieve a third morning delivery, the Missouri Pacific Railroad announced recently. This will take 24 hours off the time required previously.*

### Materials Center Honors Evans



A special Wayne State University citation for outstanding service to the university's Materials Management Center was awarded to E. S. Evans, Jr., (right) president of Evans Products Co. of Plymouth, Mich., by Spencer A. Larson, (left) director of the Center.

### REA Rate Increase Suspended

The Interstate Commerce Commission has suspended for seven months Railway Express Agency tariffs which favor a general 3.5 per cent increase in lcl rates and charges.

—DA—

*There were 947 vessels of 1000 gross tons and over in the active ocean-going U. S. merchant fleet on Dec. 1, 1958, according to figures released by the Federal Maritime Board, Washington. This was three more than the number active on Nov. 1, 1958.*

### Jet Cargo Aircraft



Riddle Airlines has placed an order for four freighter aircraft with an English plane manufacturer. The order, when completed, will make Riddle one of the first airlines to operate jet-powered, all-cargo aircraft. The planes can carry up to 13½ tons of cargo and are of the end-loading variety.

# YOUR EYES AND EARS...

THE RATES AND CHARGES PUBLISHED IN THIS SUPPLEMENT ARE SUBJECT TO THE INCREASES PROVIDED IN TARIFF OF INCREASED RATES AND CHARGES No. X-175-B, AGENT I. N. DOE'S L.C.C. No. 432, C.T.C. No. 538, P.S.C.-N.Y. No. 98, SUPPLEMENTS THERETO OR SUCCESSIVE ISSUES THEREOF.

C. T. C. No. 500

SUPPLEMENT  
TO  
P. S. C. - N. Y. No. 79

I. C. C. No. 591  
MF - L.C. C. No. 90

**NEW ENGLAND TERRITORY**  
TARIFF BUREAU  
I. N. DOE, Agent

TARIFF NO. 1



# **SPECTOR MID-STATES**



**ON WATCH!** Keeping a close eye on the doings of various rate and traffic bureaus around the country is pretty important work for us at Spector—Mid-States.

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Most of our customers, like yourself, have a real cold-cash interest in what's happening—rate and regulation-wise—with the products they ship and receive. Not just in their home areas . . . but between all 48 states.

That's why we keep a full department of well trained traffic people watching over the dockets and decisions reached at each of the nation's twelve bureaus.

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*you need to compete in today's market*



**TERMINALS IN:** Albany Baltimore-Washington Boston Bridgeport Buffalo Chicago Cleveland Decatur  
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*dependable cross-country service  
on your small, volume and truckload shipments*

# **ALL THE WAY**

**one bill...one trailer...one responsibility**

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SPECTOR FREIGHT  
SYSTEM, INC.



# **FOR YOU**

***Phone your nearest terminal for points, rates, pickup***

# On the Line—



## What's Wrong With Freight?

There's something about freight that makes some men apologetic or evasive about admitting any connection with it.

Time and time again, we've been introduced to someone who would say he was a "railroad man." We used to ask, "What department?"

If he was in one of the general office departments—accounting, legal, real estate—or in passenger transportation, we would get a straight reply.

But if he had anything to do with freight, we almost had to give him the third degree before he admitted it. For instance, if he was a freight solicitor, he would say he was a traffic agent.

Just the other day, one young fellow still fresh from the ivy league circuit, told us his business was "interstate commerce." Further remarks divulged that he was a freight solicitor for his father's trucking company.

Later that same day, we were introduced to a handsome middle-aged man who said he was a "commodity banker." Yes, you guessed it, he was a warehouseman.

What's wrong with the freight business?

## Nice "Other Income"

The summer of 1960 will see a brand new hotel built in Chicago. It will be the largest built there in over 25 years.

That's news for Chicagoans and travelers. It also is news for all interested in railroad economics. The new 550-room hotel will be built over Illinois Central Railroad's tracks, just below the Loop. It will face other new construction in the area, including the proposed Exhibition and Convention Hall.

This is Illinois Central's second such deal on Chicago's lakefront. The previous one was in 1951, with the Prudential Insurance Co. That deal involved air rights over Randolph Street Station in the Loop. On that site now stands

Prudential Insurance's modern 41-story office building.

The Pennsy and New York Central are working on similar air rights deals. We think this is good business—good for the cities concerned, good for the railroads. And we think that the stockholders will be cheered by the dollar gain in the next financial statement—even if it is under the heading of "other income."

## Will They Ever Learn?

Recently, we attended a meeting of American and foreign businessmen. The theme was our foreign trade outlook for 1959. What we heard bodes no good for either our foreign or our domestic business.

In brief, foreign businessmen expect good business this year—regardless of conditions in America. They said that last year was good, despite our recession.

"It used to be that business conditions in America affected us," said a British consulate official. "In fact, there used to be a saying that if Americans caught a 'business cold,' we got pneumonia.

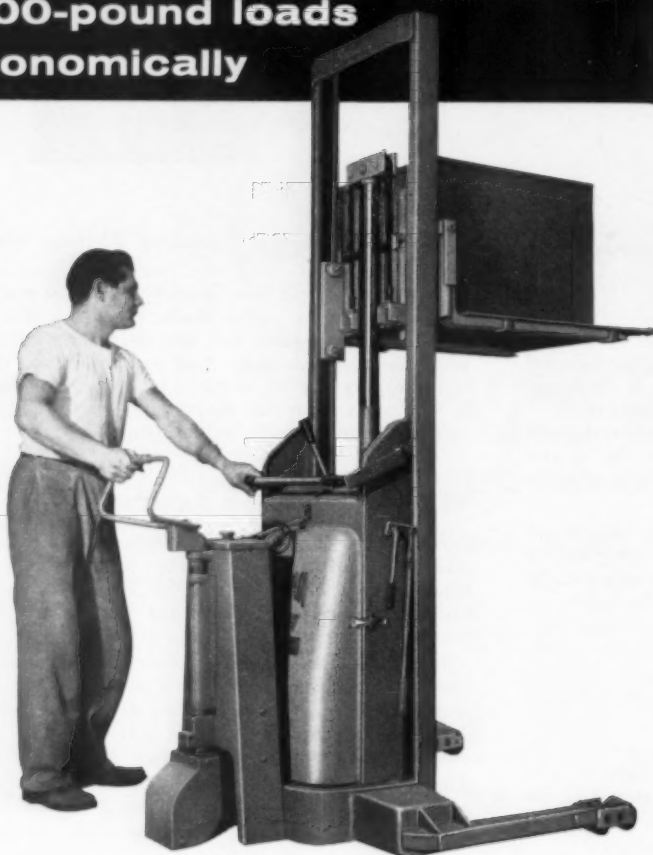
"In recent years," he continued, "we and other nations have been able to compete for your domestic trade because of your higher production costs. The outlook for our future is even better, because we expect that you will have another round of wage increases."

That's a courageously honest summary. It should—but probably won't—warn labor leaders that their unceasing demands for wage increases will price the products they make out of world markets, and maybe our own.

Will labor leaders ever learn that it isn't how much money they take home that counts; rather how much that money will buy. Can't they see that every wage increase is added to their cost of living? Can't they see that every wage increase opens wider the door for foreign competition?

*A. V. Greene*  
EDITOR

**NEW AMERICAN *Safeway***  
**fork lift trucks move and stack**  
**1000-pound loads**  
**economically**



The newest, most practical, safest and easiest-to-use equipment for moving and stacking is the new American Safeway Fork Lift Truck. Standard six-volt batteries operate the hydraulic raising mechanism and the hydraulic drive wheel. Power takes all the push and pull work out of moving loads.

This American Safeway truck has every safety feature to protect both load and operator. A flow-control valve keeps heavy loads from damaging floors or loads due to rapid dropping. The safety steering handle controls forward and backward movement by simply tilting front or back—it cannot pin the operator against the wall. A thermal switch stops the motor before overheating. An optional drive-wheel guard protects the user's feet.

Write today for complete information on this newest, most versatile walkie truck—the American Fork Lift Truck.

**MATERIALS HANDLING DIVISION**

*The American Pulley Company*

4200 Wissahickon Avenue, Philadelphia 29, Pennsylvania

**American Safeway Fork Lift Trucks—**

by the makers of the famous American Pressed-Steel Hand Trucks  
 Circle No. 5 on Card, Facing Page 53, for more information

## Coming Events

- Apr. 2-5—Refrigeration Research Foundation, Annual Meeting, Statler and Mayflower Hotels, Washington, D. C.
- Apr. 5-8—Joint Meeting, Local Cartage National Conference and Heavy-Specialized Carriers Conference, Shoreham Hotel, Washington, D. C.
- Apr. 5-9—American Warehousemen's Assn. (Merchandise Div. and NARW) 68th Annual Meeting, Statler and Mayflower Hotels, Washington, D. C.
- Apr. 8-10—Fibre Box Assn., 20th Spring Meeting, Shoreham Hotel, Washington, D. C.
- Apr. 9—New England Motor Carrier Freight Claim Conference, Spring Meeting, Boston.
- Apr. 13-15—National Retail Merchants Assn., Traffic Group, Annual Conference, Cincinnati.
- Apr. 13-17—National Packaging Exposition, American Management Assn., International Amphitheatre, Chicago.
- Apr. 20—Assn. of Lift Truck & Portable Elevator Mfrs., Membership Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 20—Monorail Mfrs. Assn., Membership Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 21—Material Handling Institute, Inc., Membership Meeting and Directors Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 22—Industrial Truck Assn., Membership Meeting and Directors Meeting, Sheraton-Cleveland Hotel, Cleveland.
- Apr. 22-23—Northeastern Motor Carrier Claim Conference, Spring Meeting, Pittsburgh, Pa.
- Apr. 26-30—The Operations Council, ATA, Annual Meeting and Exhibit, Leamington Hotel, Minneapolis, Minn.
- May 5-6—Conference on Advanced Techniques in Motor Fleet Management, Pennsylvania State University, University Park, Pa.
- May 6-7—Eastern Industrial Traffic League, Semi-Annual Meeting, Claridge Hotel, Atlantic City, N. J.
- May 10-16—National Transportation Week.
- May 16—National Defense Transportation Day.
- May 31-June 13—Second Annual Packaging Training Course, Industrial Management Center, Lake Placid Club, Lake Placid, N. Y.
- June 9-11—AMHS National Material Handling Conference, Cleveland Auditorium, Cleveland.
- June 9-12—The Material Handling Institute's Exposition of 1959 and MHI Technical Sessions, Cleveland Auditorium, Cleveland.
- June 21-25—Canadian Warehousemen's Assn., 39th Annual Convention, Breezy Point Lodge, Brainerd, Minn.

### Shippers' Advisory Boards

- Apr. 14-15—Midwest, Chicago, Ill.
- Apr. 22-23—Atlantic States, Atlantic City, N. J.
- May 18-19—Central Western, Omaha, Neb.
- May 26-28—Southwest, Oklahoma City, Okla.

DISTRIBUTION AGE



# ALONG THE WAY ... OF **TWA**

## ITALIAN SPORTSWEAR IMPORTER SAVES U.S. CUSTOMERS 10%

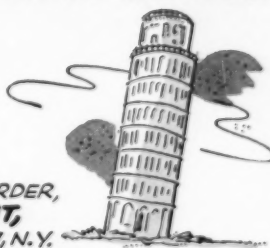
**F**AST OVERNIGHT SHIPMENT BY THRIFTY  
TWA AIR FREIGHT FROM MILAN TO  
PHILADELPHIA SAVES MONEY FOR U.S.  
CUSTOMERS OF **AMIT I.S.**, EXCLUSIVE  
AGENTS FOR FAMOUS **MAVEN OF ITALY**  
**SPORTSWEAR**. REDUCES OVERALL  
MERCHANDISE COSTS FOR WELL-KNOWN  
FIRM. ELIMINATES WAREHOUSING AND  
EXTRA INSURANCE EXPENSE. AND FAST,  
DEPENDABLE TWA AIR FREIGHT SERVICE  
ASSURES **ON-TIME** DELIVERY TO MEET  
BUYER'S DEMANDS!



## NEW SUPER SKY MERCHANT SERVES EUROPE

**F**ASTEST AND ONLY DIRECT, ALL-  
CARGO FLIGHTS BETWEEN NEW  
YORK AND ROME ... SERVING  
LONDON, SHANNON, FRANKFURT,  
PARIS, GENEVA AND MILAN!

**C**ALL TWA OR YOUR FREIGHT FORWARDER,  
OR WRITE: **TWA AIR FREIGHT**,  
380 MADISON AVE., NEW YORK 17, N.Y.

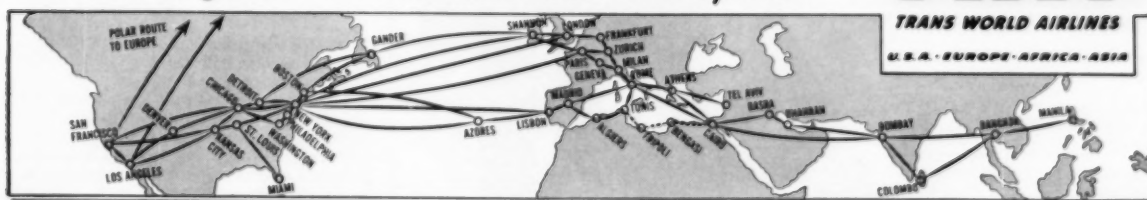


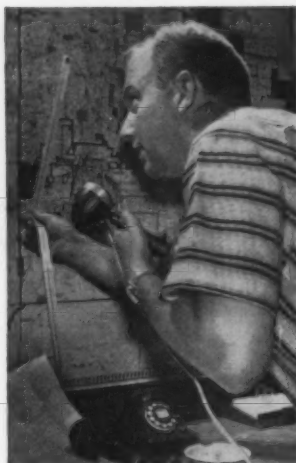
**B**OOKED AIR FREIGHT  
ASSURES FAST, ON-TIME  
DELIVERY...BOOK YOUR  
SHIPMENTS ON TWA FLIGHTS  
IN THE UNITED STATES  
AND OVERSEAS.

*All TWA Flights carry Air Mail  
and Air Freight. Also - IN THE UNITED STATES - Air Express*

# **TWA**

TRANS WORLD AIRLINES  
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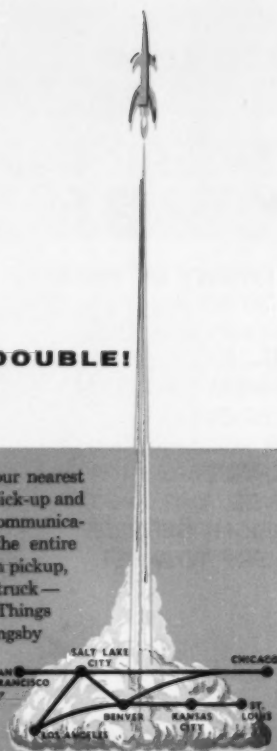
**ON THE DOUBLE!**

Your freight moves just that way when you call your nearest Ringsby terminal... where fast coordination of city pick-up and delivery is the order of the day, every day. In this communications "nerve center", the radio dispatcher plots the entire metropolitan fleet's movement. When you phone for a pickup, or a delivery is on the way, he pinpoints the nearest truck—radios the driver—sends him straight to your dock. Things happen fast all down the line when you ship Ringsby Rocket... the fastest distance between two docks.

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Central Stations in All Principal Cities

**ADT**

Circle No. 6 on Card, Facing Page 53, for more information

# LETTERS

TO THE EDITOR

### A Suggestion

To The Editor:

As your records will indicate, we have been subscribers to *DISTRIBUTION AGE* for many years. I consider it to be one of the most valuable publications among the many I receive and review. Generally speaking, I enjoy reading almost everything in the magazine.

I do have what might be called a complaint, however, and I should like to mention it for what ever consideration you may wish to give my observations.

It has been a long standing practice of mine, as I imagine it has been for many other Traffic Managers, to tear out certain articles from *DISTRIBUTION AGE* to be kept for reference.

What annoys me, however, is that in the case of your magazine, it is the most difficult one of the many publications I review, from which to tear out pages because of the way the articles are spread out over so many pages in different sections of the magazine, and because of the manner in which the pages are bound.

I realize, of course, that there are undoubtedly problems from a publisher's standpoint, but I have always wondered, nevertheless, whether it would be possible to keep from "chopping up" the articles into so many different sections. What happens, invariably, is that when I wish to abstract several articles, as is frequently the case, the text of one article will be on the reverse side of a page covering a part of another article, which I wish to abstract.

As you can imagine, this makes for quite a bit of difficulty and confusion. In some cases, I am able to use our Thermofax Machine for making certain copies, but even with this type of equipment available, it is still difficult and time consuming to piece together several different articles from one issue.

Although I am sure you must have considered the possibility of perforating the pages to facilitate abstraction, there are undoubtedly problems from your standpoint.

Nevertheless, it is my opinion that such an arrangement would be welcomed by your readers. Any comments you may care to offer will be appreciated.

B. E. Bannister  
Traffic Manager

Baxter Laboratories, Inc.  
Morton Grove, Ill.

*I want to thank you very much for the time and the motive behind the letter you have written about the editorial lay-out of our publication. I recall receiving your letter on the same subject some time ago. I was*

out of town then and the letter was forwarded to me for personal reply but, in some manner, became lost in my travels. I apologize for this situation. Thank you for writing me again. I know how sincere your interests must be.

You have correctly assumed that that is a problem from a publisher's stand-point. We have had a number of meetings on this subject but we have never been able to resolve the economics of such make-up as you suggest.

Actually, it would cost us several thousand dollars more each issue to grant your request. And, while we value you greatly as a reader, we still must report our profits and losses to our Company and Stockholders, who take a dim view of red ink on our balance sheet.—The Editor.

### Excess Charges

To The Editor:

I am a follower of "Within the Law" and find it very informative and interesting. However I now have a problem with which I am hoping you may be able to help me.

Recently we made two shipments to the West Coast via common carrier. Somewhere along the route the carrier had an accident and both shipments were completely lost. However, the shipments were prepaid since our policy is that a customer is allowed freight charges on the purchase of 96 or more clocks although our f.o.b. factory terms remain the same.

Since we had already paid the freight charges on these shipments I filed a claim for the invoice value plus freight charges for which we had been assessed, reasoning that the carrier did not fulfill his bill of lading contract for which we paid.

On receipt of the check for this claim the carrier deducted the freight charges stating that carriers are not permitted by law to pay more for the merchandise than the customer would have paid, and that it specifically states that a claimant may not realize a profit at the carriers expense due to his misfortune of losing or damaging a shipment.

My question is, "Are we entitled to freight charges in this case or is the carrier correct in not allowing us to reclaim these charges?"

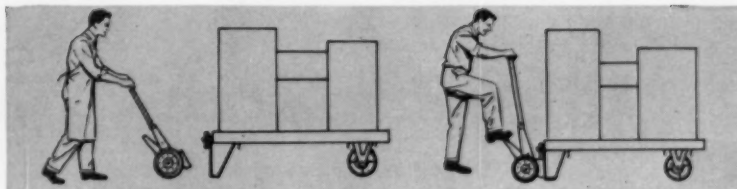
Actually if the shipment had been received we would have received \$813.72 from the customer and we would have paid \$37.08 to the carrier.

However, the part that has me confused is that I cannot figure why we should have to pay freight charges on this shipment when the consignee on the bill of lading has never received the shipment.

A. H. Doughty  
Traffic Manager

The Sessions Clock Co.  
Forestville, Conn.

It would appear that you should receive from the carrier the amount of \$850.80, specifically because this is the amount your customer would have paid you. In other words, in my opinion, the situation is the same as if you had sold the merchandise for \$850.80 f.o.b. your plant. — Leo T. Parker, DA Legal Consultant.



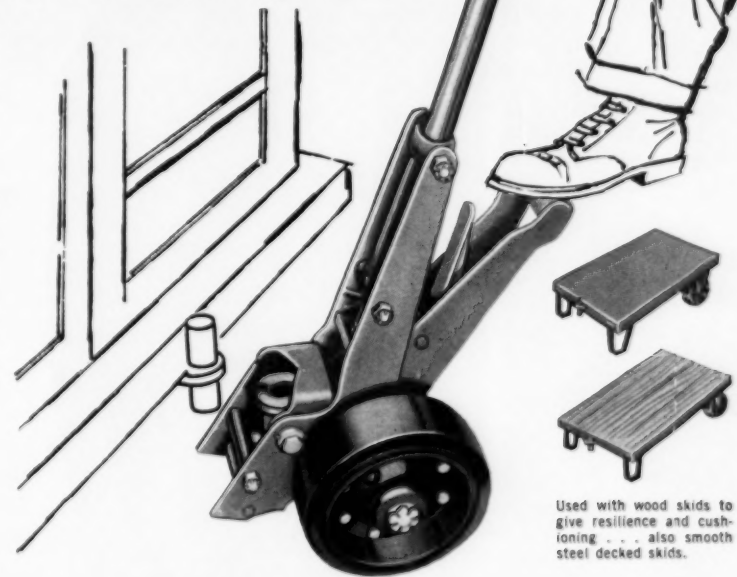
## COLSON LIFT JACK SYSTEMS



## REPLACE COSTLY EQUIPMENT



## CUT HANDLING TIME



Used with wood skids to give resilience and cushioning . . . also smooth steel decked skids.

Colson space saving, safety engineered Lift Jack Systems do the work of much more costly equipment such as pallet and lift trucks . . . they are so low in cost that factories can now use them to solve most material handling problems wherever they may be in the plant or warehouse . . . on receiving platforms, shipping docks, production lines. Self-stacking, they are especially designed to reduce storage space in every way.

Colson engineered, they produce the greatest lifting power with the least effort. The connecting pin on the jack is guided surely to the skid socket with ease, even in the dark. Positive locking mechanism.



Contact your local representative or distributor or write to:

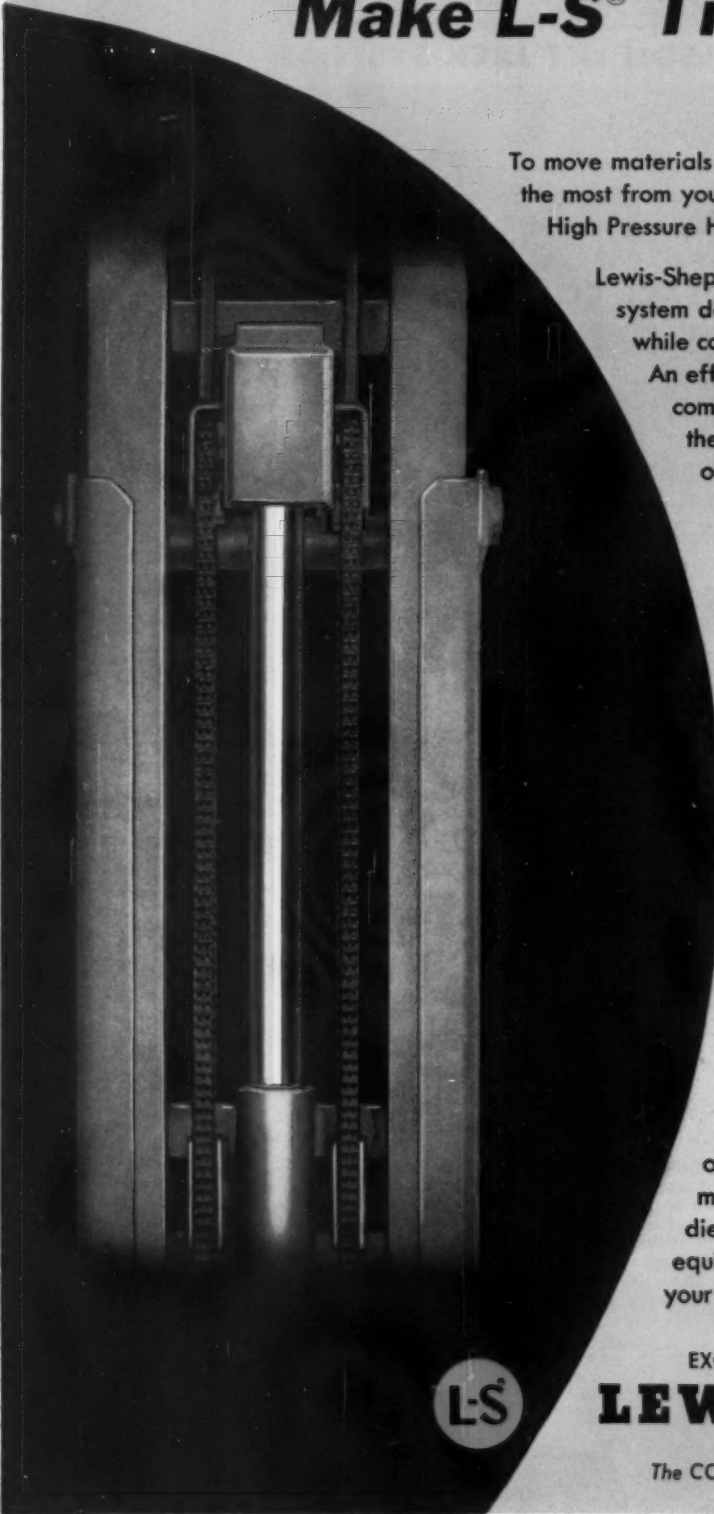
**The Colson Corporation**  
7 S. DEARBORN, CHICAGO, ILL.

Write for illustrated folder for benefits of the low cost Colson Lift Jack System.  
Plants in: Jonesboro, Ark.; Elyria, Ohio; Somerville, Mass.; and Toronto, Can.

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# High Pressure Hydraulics—plus Make L-S® Trucks Do More



To move materials faster and more efficiently and to obtain the most from your lift truck dollar, insist on a truck with a High Pressure Hydraulic System.

Lewis-Shepard's true high pressure hydraulic system develops maximum carrying capacity while consuming the minimum in electric power. An efficient "balance" between the precision components of the hydraulic system and the electric motor gives you true efficiency of operation, faster lift speeds, extended truck performance and substantially contributes to the longer life cycle of L-S equipment.

The energy required to lift heavy pay loads is several times greater than the energy required to propel a truck. For this reason it is essential in a quality line to design trucks that will produce the optimum in lifting force. To accomplish this optimum, therefore, all L-S electric trucks are built with a high pressure hydraulic system exclusively designed and manufactured by Lewis-Shepard.

Lewis-Shepard's high pressure hydraulic system is another reason why L-S lift truck designs are simpler and more compact — and offer a wide hydraulic "range" permitting the design of specialized equipment to handle fragile materials gently — or to lift 20,000 lb. dies by brute force. Specify Lewis-Shepard equipment to be sure you get the most from your next lift truck dollar.

EXCELLENCE IN LIFT TRUCK HYDRAULICS

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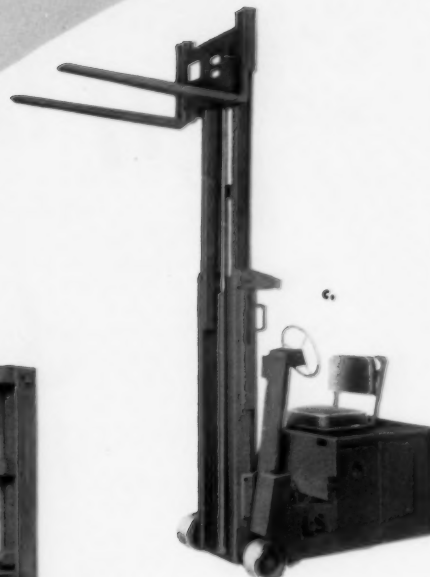
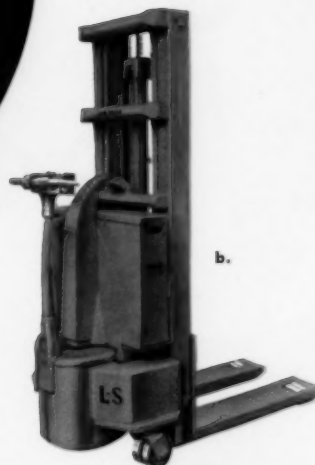
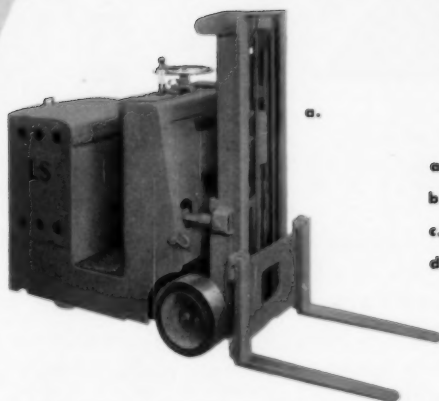
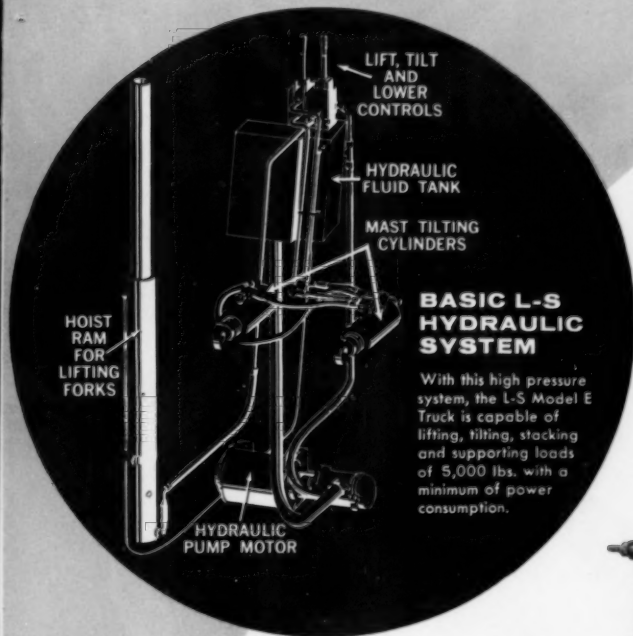
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The COMPLETE Line of Materials Handling Equipment

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- d. 24-Volt MN AISLEMASTER®

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Please send me complete information on the following  
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☐ Please send your complete L-S MASTER LINE Catalog

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Company.....  
Address.....  
City.....Zone.....State.....

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## CLIC in time...

...like the proverbial "stitch", closes gaps for industrial Traffic Managers.

CLIC saved shipping time recently on a car rolling towards the right city, but routing was incomplete for the required delivery. A costly delay and great inconvenience would have resulted if consignee's Traffic Manager had not been notified of this. But, fortunately for him, the shipment was moving on the Chesapeake and Ohio.

Right after CLIC teletyped the car movement

information to the C&O traffic office at destination, a phone call to the Traffic Manager got a warm thanks and instructions to complete the routing in plenty of time.

CLIC (Car Location Information Center) is C&O's all-teletype reporting system which can give the location of any car on C&O tracks at any time.

Shippers are finding CLIC of tremendous value in many ways. Is your Traffic Department making full use of it?



Write for your copy of a booklet describing CLIC in detail.

**Chesapeake and Ohio Railway**

3800 TERMINAL TOWER, CLEVELAND 1, OHIO

SHIP C & O . . . AND WATCH IT GO!

# WASHINGTON



By Ray M. Stroupe, *Chilton Washington News Bureau*

**PLAN TRANSPORT STUDY**—Traffic experts from private business are helping the government plan a national transportation study. A group of private citizens recently discussed with Commerce Secretary Strauss possible methods for surveying transportation problems, as ordered by President Eisenhower. The group included E. G. Plowman, vice president for traffic, U. S. Steel Corp., and G. O. Griffith, traffic manager, American Home Products Corp.

**AIRPORT BILL PASSES** — Senate approval has been given to a measure to provide \$465-million for a four-year airport building program. The measure, S. 1, is now in the House awaiting action. This bill originally would have allowed \$100 million a year for five years, plus \$65 million in emergency money. Senate Democrats cut it back by \$100-million during floor debate, in the hope that the reduction would prevent an eventual veto at the White House.

**GSA WANTS REA HIKE DENIED** — In a statement to the ICC, the General Services Administration asks denial of higher charges on express. The GSA takes this stand on the Railway Express Agency bid for a 3½ per cent rate hike, which the ICC is investigating. Its concern, the GSA says, is with "just and reasonable" rates on multi-million-dollar government traffic. The GSA concurs in the belief that the proposed increase would not create greater REA revenues.

**WOULD CUT COAL FEE**—Lower charges are sought from the ICC on high-volume coal shipments by rail to two East Coast areas. Rail lines in the East ask a 50-cent-a-ton rate drop on shipments to New York City area and Hampton Roads, Va., customers. A customer who receives at least 5½-million tons a year would get the lower rate on shipments of over 3-million tons. But if he takes only 5-million tons, for example, the lower rates would not apply.

**RAILS BID FOR LOANS**—A total of six applications for ICC guaranty of private loans to railroads have been received. Latest requests for ICC loan backing are from the Georgia and Florida Railroad. The line asked support of the loan of up to \$1-million to cover the cost of 100 new box cars. It requested the guaranty of another loan in the same amount to pay for rehabilitating 182 miles of roadbed and track.

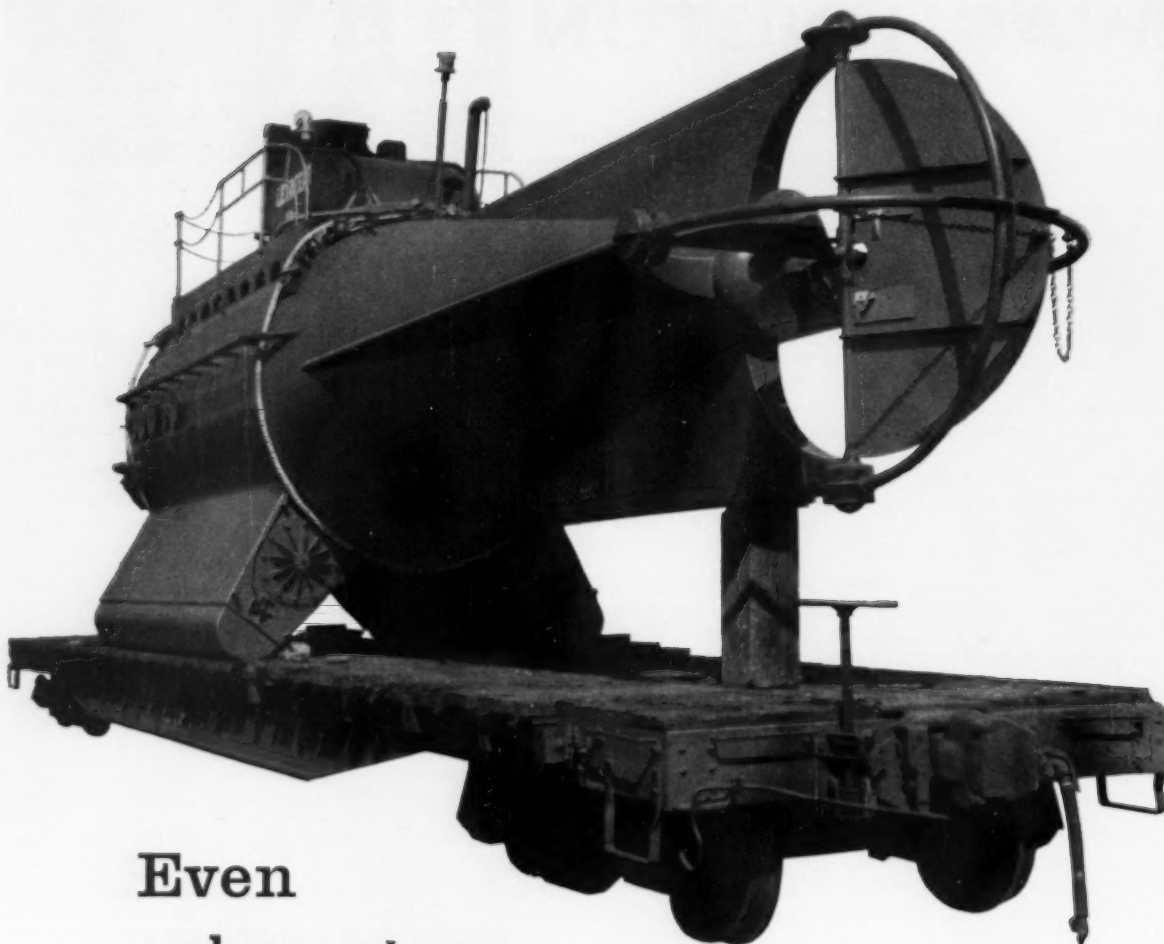
**TAX AID FOR INDUSTRY**—Tax reform legislation to aid industry has been launched again in Congress. Rep. Herlong, D., Fla., and Rep. Baker, R., Tenn., would like to reduce the income tax load and provide more realistic plant and equipment depreciation allowances. Over a five-year span, federal tax revenue losses would be close to \$19-billion. But some tax experts argue that the new investment incentives offered would create more long-term federal revenue.

**ICC ASKS FOR FUNDS**—Increased money is sought by the ICC for the year beginning July 1. Expecting to spend \$18.8-million this year, the agency requests just over \$20.1-million for the next. About \$707,000 of the increase would pay the wages of additional employees. More operating rights applications must be processed, and additional safety inspection and research are required. The ICC says it needs 139 more people to handle these and other jobs.

**SURVEY OCEAN FREIGHT**—Steamship conference freight rates will be under continuing congressional study this year. To get more data on dual rate systems, the House Merchant Marine Committee will hold hearings in Washington and port cities. An interim law, enacted in 1958, preserves the systems until mid-1960. The House group also expects to consider any special problems which may arise when the St. Lawrence Seaway is opened to its full depth.

**RATE DROP ALLOWED**—Division 2 of the ICC has allowed lower rail and water rates on certain canned goods shipments to take effect. The division concurred with the Board of Suspension in refusing to postpone rate cuts sought by Eastern railroads and Pan-Atlantic Steamship Corp. on shipments from Florida to Northeastern points. Maritime Administrator C. G. Morse had asked suspension of lower rates. He cautioned that reductions might lead to a rate war.

**LEASE RAIL TIES BROKEN** — Industrial leases which obligate freight shippers to use a given rail line are voided by the government. The U. S. Justice Dept. has taken this action in a consent judgment entered in a civil antitrust suit against the Northern Pacific Railway and Northwestern Improvement Co. Both firms are enjoined from enforcing industrial lease provisions that require lessees to ship freight over the Northern Pacific lines.



## Even submarines take the train

A baby submarine that shoots pictures—not torpedoes—recently moved out of Los Angeles on a 3,000-mile maiden voyage, but by *rail*, instead of by sea.

Southern Pacific carried the 92,000-pound craft, named the *Cetacean*, as far as New Orleans, two thirds of the way on its land journey to Miami. Believed to be the only submarine ever built for undersea photography, the *Cetacean* is now berthed at Nassau and operates in crystal-clear Bahamian waters as a motion picture and television stage for oceanographers.

But the most interesting thing to us about the *Cetacean* is the way its story illustrates once again the ever-present vital need for rail transportation and, also, our ability to move unusual freight—whether extra tall, wide, long or heavy—promptly and efficiently.

Southern Pacific, for one, likes these tasks that test our stuff.

## Southern Pacific

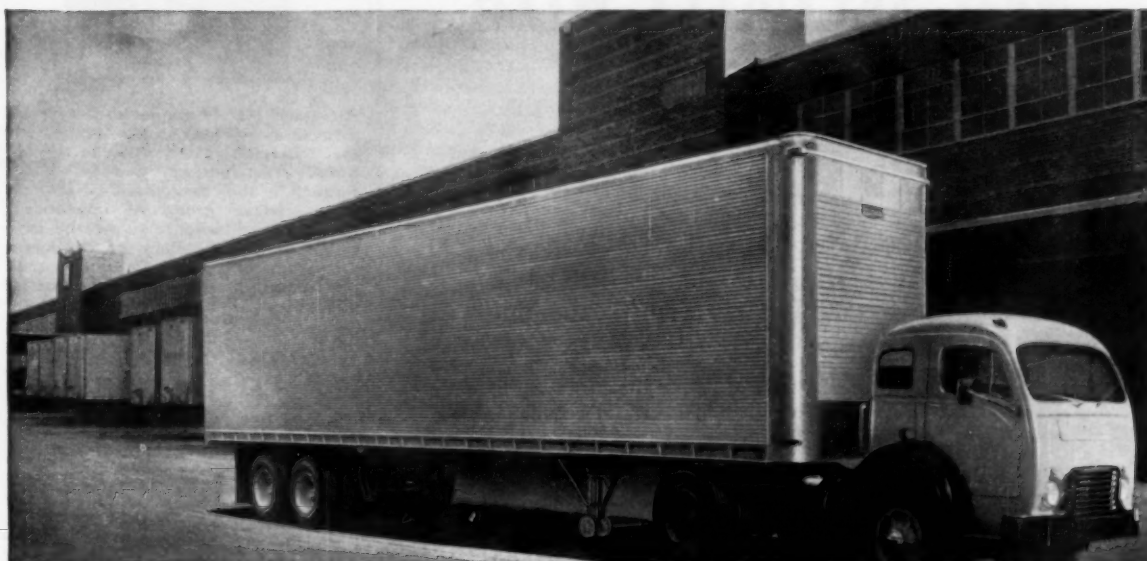
serving the West and Southwest with

TRAINS • TRUCKS • PIGGYBACK • PIPELINES



# NEW FRUEHAUF STAINLESS

*has lifetime toughness built in!*



The new 40' straight-frame Lifetime Stainless Volume Van.

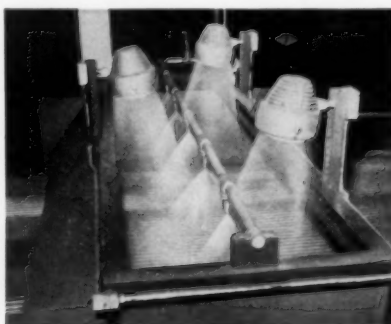
Corrosion-proof materials.  
 Handsome, gleaming appearance.  
 High advertising value.  
 Ruggedly built sides.  
 Machine-welded corrugations.  
 Rugged, hat-shaped side posts.  
 Torture-tested, water-proof roof.  
 Rugged, hat-shaped roof bows.

Weathertight body.  
 Weathertight "plymetal" doors.  
 High-volume design.  
 Extremely light weight.  
 Nearly square inside corners.  
 Extra wide rear opening.  
 Low-silhouette coupler optional.  
 Lubrication-free tandem.

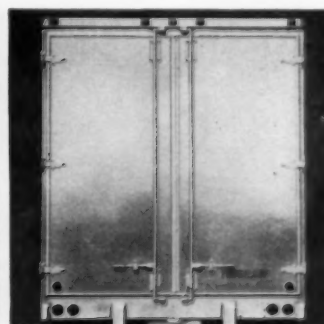
Protected I.C.C. lighting.  
 Interchangeable Fruehauf parts.  
 Low upkeep factor.  
 Easy-to-repair design.  
 Unlimited life expectancy.  
 Permanent earning power.  
 High resale value.  
 Convenient leases available.



Rugged, hat-shaped side posts.



Torture-tested, water-proof roof.



Weathertight "plymetal" doors.



For Forty-Four Years — More  
 Fruehauf Trailers On The  
 Road Than Any Other Make!

World's Largest Builder of Truck-Trailers  
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SEND FREE ILLUSTRATED DETAILS AT ONCE ON THE NEW "LIFETIME STAINLESS"

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# THERE IS ANOTHER NEW SECURITY WITH

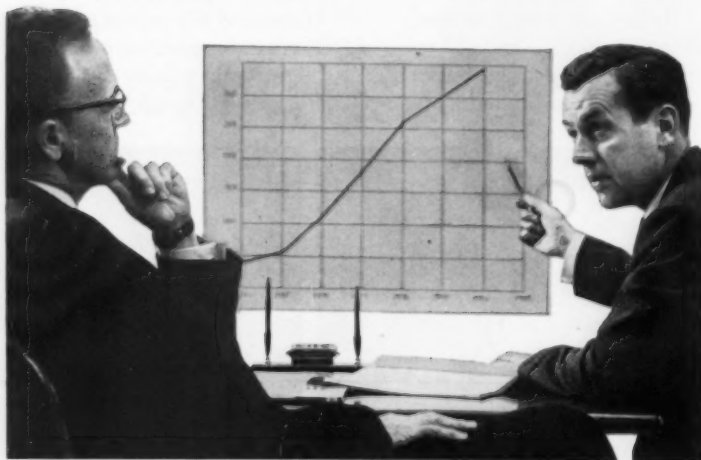


For many years, NVL agents have enjoyed the Security of a fantastic rate of growth. This has been "bread and butter" security, the kind you can feel in your bank book.

But many NEW things are happening at NVL these days. New faces . . . new policies . . . new operating methods . . . and startling new merchandising programs.

Multiply these developments with a 292% sales increase since 1952 and you can see what we mean by *Another* new Security.

If your progress and security is shackled by an old fashioned agent-van line relationship, why not investigate the magic carpet of National Van Lines.



It's well worth a phone call to: Tom Williams, National Van Lines, Broadview, Illinois . . . or let the postman bring us the coupon below.

National Van Lines, Dept. DA-C9, Broadview, Illinois

Please send me more facts about NVL.

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Company \_\_\_\_\_  
Street \_\_\_\_\_  
City \_\_\_\_\_ Zone \_\_\_\_\_ State \_\_\_\_\_  
© 1959, NATIONAL VAN LINES, INC.



Secretary Of Commerce Lewis L. Strauss appointed A. W. Greene, editor, DISTRIBUTION AGE, to the National Distribution Council, "The Council," the Secretary explained, "is a selected group of outstanding business men who serve at the invitation of the secretary of commerce as an advisory group to him in matters pertaining to distribution, in all of its phases."

## MEN IN THE NEWS

### Editorial

W. A. Barbour—managing editor, DISTRIBUTION AGE, for the past five years, has been appointed editor, Product Design and Development, a new addition to the Chilton family of business publications. The editorial office of the publication, presently in New York City, will be moved to Philadelphia by April 1st. Bill Barbour has been with DA for seven years.

### Traffic

Roger C. Avery—elected president, Atlantic States Shippers Advisory Board, New York; Howard D. Pollen—vice president; J. S. Wilson—general secretary.

Arnold Walter—appointed traffic manager, Moorman Mfg. Co., Quincy, Ill.



Edward T. Hayes—appointed director of traffic, Container Corporation of America, Chicago, Ill.

Arthur H. Brown—appointed general traffic manager, St. Regis Paper Co., New York.

Edward K. Martin—elected chairman, Traffic Committee, Automobile Mfrs. Assn., Toledo, Ohio.

Kurt W. Ruzat—promoted to traffic manager, Arnold Bakers, Port Chester, New York.

**B.F. Goodrich**

# shows you how to choose the industrial tire that's right for your job

## HOW TO USE THIS WHEEL

1. Descriptions of 8 common materials handling problems are listed in the outer circle. Read them and pick the one that best describes your situation.
2. Turn the wheel so that the window is opposite your job description.
3. In the window you will read about the industrial tire recommended for your job. This recommendation is unbiased because B.F. Goodrich makes a complete line of industrial tires.

Read this page carefully and you may save as much as 50% on industrial tire costs! The right tire—the tire designed for the work you do, the equipment you have and your operating conditions—can make that much difference in your costs. Do you know which is the right tire for you? There are so many variables in industrial tire types, sizes, tread compounds and tread de-

signs, that it takes expert guidance to pick the one that will give longer service at lowest cost. Below we've listed some major materials handling problems, along with the tires to solve them. Use this guide cautiously. Before you buy, consult an expert such as the B.F. Goodrich Tire and Wheel Analysis Man (see overleaf) to make sure you have the right tire for your job!

### FACTORY YARD

Rough hauling surfaces and abrasive scrap are the tire-killers here. Heavy loads, too.

### OILY FLOORS

Equipment regularly runs over floors on which slick grease, oil or other petroleum products have been spilled.

### FRAGILE LOADS

Easily-broken materials must be moved—often over rough hauling surfaces. Traction required.

### GIANT LOADS

This problem is most often found in industrial plants where enormous trucks move great weight short distances.

### UP AND DOWN RAMPS

Extra traction is required for this work, which might be at a loading area or within a plant or warehouse.

### SMALL, LIGHT LOADS

Materials must be moved only short distances under favorable conditions.

### DEBRIS-STREWN FLOORS

Tires are subject to cutting and chipping from scrap material such as is found in a manufacturing plant.

### INDOOR & OUTDOOR HAULING

Equipment operates between buildings as well as within buildings, perhaps on docks or loading platforms.

**B.F. Goodrich**

Special oil-proof tread compound gives maximum economy and efficiency.



# Smileage!

NO INDUSTRIAL TIRE COSTS! A TURN OF THIS WHEEL MAY SAVE YOU AS MUCH AS 50%





**B.F. Goodrich**

# shows you how to choose the industrial tire that's right for your job

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Tires are subject to cutting and chipping from scrap material such as is found in a manufacturing plant.

### SMALL, LIGHT LOADS

Materials must be moved only short distances under favorable conditions.

All-Purpose pneumatic first choice. Other types possible.

Special oil-proof tread compound gives maximum economy and efficiency.

Pneumatic tire with traction tread ideal. Other types not as efficient.

Choose traction tread for top efficiency. Pneumatic tires best.

Solid tires best. Several tread designs available.

Choose a traction tread — in either pneumatic or solid.

Best for economy is Pressed-On solid tire with smooth tread.

Pressed-On tire with grooved tread best. Others less economical.

**B.F. Goodrich Tire Company**  
A Division of The B.F. Goodrich Company  
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☐ I would like further information on your FREE TW Analysis.

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## FREE B.F. Goodrich **TW** Analysis Plan



### B.F. Goodrich saves you money on industrial tires and maintenance

It takes a tire expert to know which industrial tire will give longest service at lowest cost on a given materials handling job. Such an expert is your B.F. Goodrich Tire and Wheel Analysis Man. His services are FREE. Just mail the coupon above, and without cost or obligation the TW Analysis Man will study your equipment, hauling surfaces, loads and any special problems you have.

Specify B.F. Goodrich tires when ordering  
new equipment

He'll recommend the *right* tires for you to use, recommendations that can save you up to 50% on tire costs and 20% on maintenance costs. Mail the coupon today! A special consulting service is available to manufacturers of materials handling equipment. B.F. Goodrich Tire Co., A Division of The B.F. Goodrich Company, Akron 18, Ohio.

Enter the B.F. Goodrich Truck Tire Mileage Contest.  
See your nearby dealer for entry blanks.



## B.F. Goodrich *industrial tires*

By Roland L. Kramer  
Professor, Commerce and Transportation,  
University of Pennsylvania



MARCH 1959 . . . . . Vol. 58, No. 3

The distribution manager of the future may find his shipments going to communities of nations rather than to single nations such as we know today. The first step in this movement toward countries that are politically separate but economically united already has taken place—the European Common Market. Management should take a long-range view of such programs to decide whether or not to participate in them. To help the shipper understand these economic communities, DA publishes this story of their development.

**T**HE EUROPEAN Common Market, frequently mentioned in the press today, is another long step in the liberalization of world trade.

If this is true, the question naturally arises, "Liberalization from what?"

This is a long story, but, in summary, this is how it developed.

With the enactment of the Tariff Act of 1930, the U. S. was satisfied that its producers would be adequately protected from low cost foreign competition. This Act inferred that the U. S. would be as self-sufficient as possible by establishing high tax barriers to keep imports down.

Four years later, another Congress amended the Tariff Act of 1930, to reduce the high rates. This program has continued to the present.

#### Broad Agreement

Having found most of the nations of the free world willing to lower trade barriers, the U. S. proposed a broad agreement among all nations that would codify the rules of foreign trading and the negotiated rates of duty. This is the General Agreement on Tariffs and Trade. Widely known as GATT, it has been functioning since 1947.

In the postwar world, there has developed a much greater degree of cooperation in international trade than has been seen before in

modern history. This statement now may be applied to Western Europe.

The historical jealousies and rivalries typical of Western Europe are well known. After two devastating world wars in one generation, there developed a keen interest in seeking some way other than the traditional rivalry for getting along together. Secretary of State George Marshall sounded this challenge. The program that emerged from this challenge is the Marshall Plan.

This program challenged the war-racked nations of Western Europe to do all they could to help themselves. In doing so, they were assured the full support of the United States. In response, 17 nations formed an organization called the Organization for European Economic Cooperation (OEEC). It was active in planning and channeling the aid and giving direction and purpose to this aid. As a result, Western Europe recovered rapidly. By 1951 it had regained the pre-war level of production.

#### Coal, Steel Community

One result of this new cooperation was the establishment of the

European Coal and Steel Community in 1952. Under this arrangement, six countries that now compose the European Common Market, pooled their annual 250-million tons of coal production and their annual 60-million tons of steel production in a unified market. All historical and legal barriers were swept away.

To keep an accurate record of the trading among the OEEC countries, a European Payments Union was set up. Through this group net country balances were determined and settlements were made. (The EPU is now replaced by the European Monetary Agreement—EMA.)

As a part of this development and still independent of it is Benelux—a customs union set up by Belgium, Luxemburg and Netherlands. This constitutes a small sample of what a larger customs union or common market would be. Under this arrangement, virtually all obstacles to the movement of trade, people, and capital have been removed. They still preserve their respective political, fiscal, and monetary independence.

The next step in this amazing  
(Please Turn to Page 59)

## What the TM Should Know About GATT

The European Common Market, the first step taken by six nations which plan to weld their economies together, calls for cutting of duties on imports

# Fuel Tax, Commerce Act In PTC Spotlight

**Savings through careful management and safety through effective supervision were two of the topics discussed by the Private Truck Council**

**T**HE PRIVATE Truck Council of Amerca, Inc., during its Annual Convention held recently in Chicago, went on record as opposing any increase in the Federal gasoline tax.

Such increases, the PTC said, would be "against the national interest" and would be "an unfair burden upon private truck operators." The organization also called on the Federal Government to "completely retire" from the automotive use tax field "as soon as practicable."

During the two-day convention, William A. Quinlan, special counsel for the organization, reported on changes in the Interstate Commerce Act.

One change, he said, provides that "any person engaged in any business other than for-hire transportation shall not transport property by motor vehicle in interstate or foreign commerce for business purposes unless such transportation is within the scope, and in furtherance of, a primary business enterprise (other than transportation) of such person."

Commenting on the legislation, Quinlan said, "It is too soon to know what the practical repercussions of that amendment will be . . ." The legislative history of the amendment, he later pointed out, indicates no intent to change the primary business test as previously established.

A second change which the special counsel discussed was the amendment dealing with agricultural exemptions. "The amendment by Congress," he said, "takes the unusual approach of expressly adopting an administrative ruling regarding particular commodities. It provides that, with certain specified exemptions, the exemption shall include all property listed as exempt in ICC Ruling No. 107 under the former statutory provision, and shall not include any property listed as non-exempt in that Ruling."

The third development discussed by Quinlan was the proposed amendment to ICC leasing regulations. The amendment would allow common and contract carriers to lease vehicles without drivers to private truck operators. Quinlan said that, based on discussions with the PTC Committee on Proposed Regulations and the Board of Directors, he asked the ICC "to put the proposed amendment into effect immediately as to trailers, but to defer its effectiveness as to power equipment for further study and proceedings . . ."

Workshop Forums followed.

## Insurance Saving

John T. Turney, of Transportation Underwriters, Inc., emphasized how the private fleet owner could realize economy in truck operations through a suitable in-

surance plan. He confined his remarks to fire, theft, and collision insurance, and public liability and property damage insurance.

The program that he recommended is a combination self-insurance, which would cover claims up to a certain amount, and some form of company insurance to cover liability above that amount.

## Panel on Safety

"Economy in Your Safety Program" was the subject of a panel conducted by Amos E. Neyhart, Institute of Public Safety, Pennsylvania State University.

Edward J. Emond, director of Automotive Safety, Armour and Co., spoke on the important role of driver selection in a safety program.

Dwight M. McCracken, of Liberty Mutual Insurance Co., in discussing the development of driver training, pointed up the instructor's responsibility for the success or failure of any training program.

"Effective Supervision," was the topic of the third panel member, D. A. Weaver, of the Public Safety Institute, Purdue University. "Wisely spent safety dollars are cumulative and become a tangible investment yielding long range returns," Weaver explained. "Money spent this year works also for you next year."



Alexis de Tarnowsky, fourth member of the panel and a representative from The Pure Oil Co., emphasized the importance of "reselling" company executives on safety programs.

### ICC Safety

"Effect of Proposed New ICC Safety Regulations on the Private Truck Operator," the subject of a panel moderated by E. G. Cox, chief, Section of Motor Carrier Safety, Bureau of Motor Carriers, ICC, attracted wide interest.

"A Trailer Manufacturer's Viewpoint" was presented by R. L. Hardin, of Trailmobile. "A Private Truck Operator's Viewpoint" was the subject of Fred Hague, of Sun Oil Co.

D. J. LaBelle, of GMC Truck and Coach Division, General Motors Corp., presented "A Truck Manufacturer's Viewpoint." He made two suggestions:

(1) "That regulations of any kind be written so as not to restrict progress—i.e., '... not specify by formulas or sizes, etc., just what a truck component should be.'"

(2) That an effort be made to combine the thinking of all regulating bodies, including each of the 49 states, into one set of rules which would apply to everyone."

### Reciprocity Story

Samuel H. Young, a partner in Hinshaw, Culbertson, Moelmann and Hoban, spoke on "The Illinois Reciprocity Story."

The Illinois Motor Vehicle Law which went into effect on Jan. 1, 1958, included certain reciprocity provisions. These provisions, Young said, are eminently fair. "Non-residents are given the option of licensing their units in their state of residence, or of apportioning their vehicles with the State of Illinois either on the basis of 'basing point' or on the basis of 'mileage.' The State of Illinois allows its own residents either to buy all of their motor vehicle registration plates in the State of Illinois or to apportion."

(Please Turn to Page 98)

## DA Motor Vehicle Tax and Fee Guide

This state-by-state breakdown of motor vehicle taxes and fees was prepared as a handy guide for motor common carriers, operators of private truck fleets, warehousemen with truck operations, and other persons who use the motor vehicle for the transportation of goods. Following is a brief description of the major taxes and fees involved:

**Property Taxes**—Usually levied on a per vehicle basis, and must be paid before vehicle can be registered in most cases.

**Sales Taxes**—Usually included at time of vehicle purchase.

**Fuel Taxes**—Few fuels are exempt. Where "fuel use tax" is indicated, interstate operators must pay the state's fuel tax on all fuel used within the state, even if it was purchased outside of the state.

**Registration Fees**—Basic charges by state

motor vehicle departments for privilege of using highways.

**Regulatory Fees**—Charges levied by utility commissions to pay for regulation of for-hire carriers. Three most common are: (1) Operating authority certificate fee, (2) Vehicle permit plates, (3) Gross receipts tax.

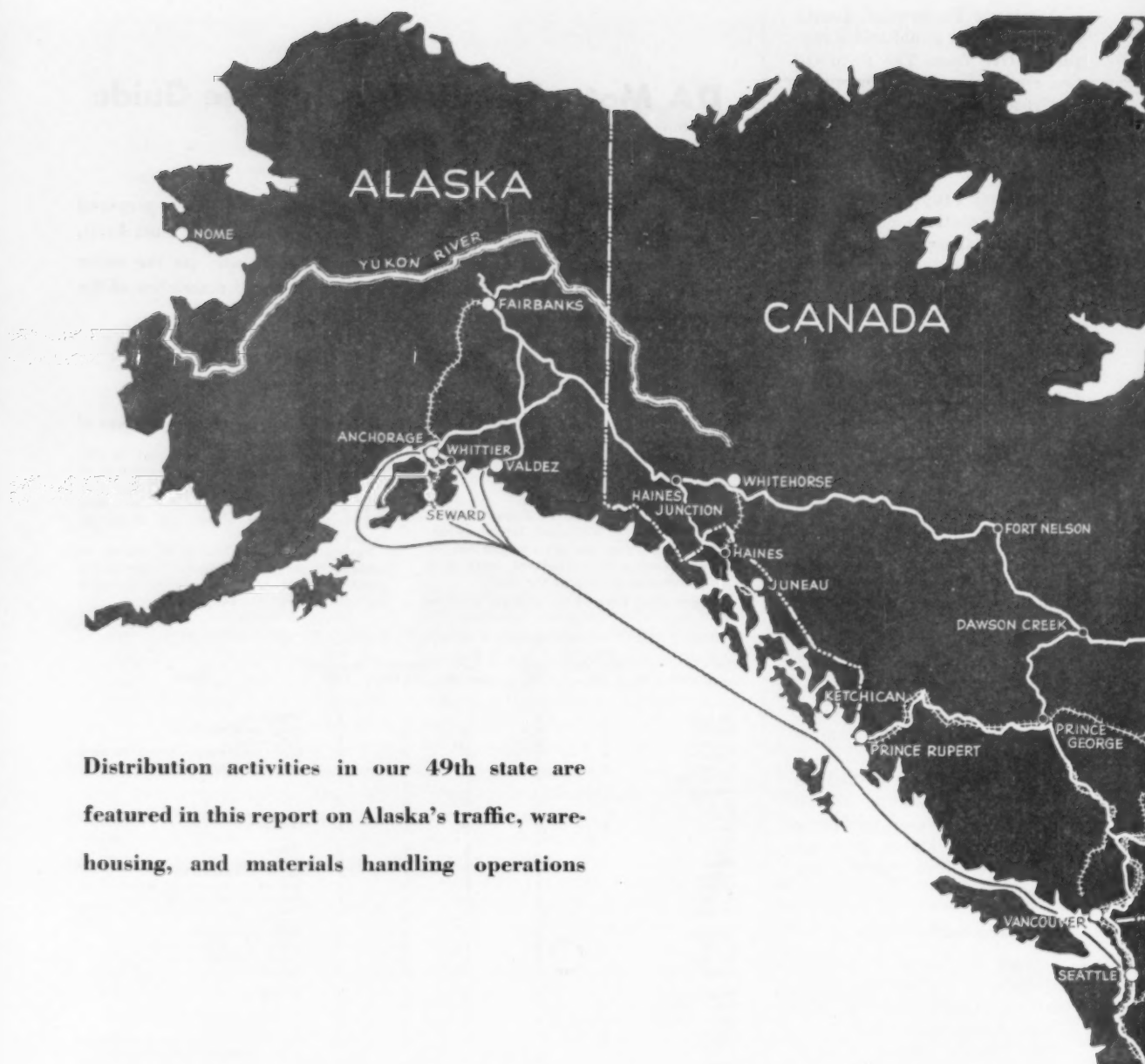
**Retaliatory Taxes**—Levied by states on vehicles from those states imposing a weight-distance or similar "third structure tax" not subject to reciprocity.

| State          | State Property Tax | Sales Tax | Fuel Tax** (¢ per gal) | Registration Fee | PUC Regulatory Fees | Other  |
|----------------|--------------------|-----------|------------------------|------------------|---------------------|--|
| Alabama        | X                  | X         | 7                      | X                | X                   | Mileage tax  |
| Arizona        | X                  | X         | 5                      | X                | X                   | Carrier gross receipts tax   |
| Arkansas       | X                  | X         | 6½                     | X                | X                   | Fuel use tax   |
| California     | X                  | X         | 6                      | X                | X                   | Carrier gross receipts tax; pro rata registration                              |
| Colorado       | X                  | X         | 6                      | X                | X                   | Mileage tax; pro rata registration   |
| Connecticut    | X                  | X         | 6                      | X                | X                   |  |
| Delaware       | X                  | X         | 5                      | X                | X                   |  |
| D. of C.       | X                  | X         | 6                      | X                | X                   |  |
| Florida        | X                  | X         | 7                      | X                | X                   | Mileage tax  |
| Georgia        | X                  | X         | 6½                     | X                | X                   | Fuel use tax   |
| Idaho          | X                  | X         | 8                      | X                | X                   | Mileage tax  |
| Illinois       | X                  | X         | 5                      | X                | X                   | Pro rata registration  |
| Indiana        | X                  | X         | 6                      | X                | X                   | Carrier gross income tax   |
| Iowa           | X                  | X         | 6                      | X                | X                   | Fuel use tax; pro rata registration  |
| Kansas         | X                  | X         | 5                      | X                | X                   | Fuel use tax; pro rata registration  |
| Kentucky       | X                  | X         | 7                      | X                | X                   | Fuel use tax; carrier fuel surtax; truck weight tax                            |
| Louisiana      | X                  | X         | 7                      | X                | X                   | Carrier gross receipts taxes   |
| Maine          | X                  | X         | 7                      | X                | X                   | Fuel use tax; local excise tax   |
| Maryland       | X                  | X         | 6                      | X                | X                   | Fuel use tax; truck weight tax   |
| Massachusetts  | X                  | X         | 5½                     | X                | X                   | Fuel use tax   |
| Michigan       | X                  | X         | 6                      | X                | X                   | Mileage tax  |
| Minnesota      | X                  | X         | 5                      | X                | X                   | Fuel use tax; carrier gross income tax   |
| Mississippi    | X                  | X         | 7                      | X                | X                   | Pro rata registration  |
| Missouri       | X                  | X         | 3                      | X                | X                   | Fuel use tax; special vehicle use tax; pro rata registration; gross income tax |
| Montana        | X                  | X         | 6                      | X                | X                   |  |
| Nebraska       | X                  | X         | 7                      | X                | X                   |  |
| Nevada         | X                  | X         | 6                      | X                | X                   | Pro rata regis.; carrier weight or mileage tax                                 |
| New Hampshire  | X                  | X         | 6                      | X                | X                   | Reciprocal retaliatory taxes permitted   |
| New Jersey     | X                  | X         | 5                      | X                | X                   |  |
| New Mexico     | X                  | X         | 6                      | X                | X                   | Carrier gross income tax; pro rata regis.                                      |
| New York       | X                  | X         | 4                      | X                | X                   | Truck mileage tax; utility franchise taxes                                     |
| North Carolina | X                  | X         | 7                      | X                | X                   | Fuel use tax; carrier gross income tax   |
| North Dakota   | X                  | X         | 6                      | X                | X                   | Mileage tax; pro rata registration   |
| Ohio           | X                  | X         | 5                      | X                | X                   | Truck mileage tax  |
| Oklahoma       | X                  | X         | 6½                     | X                | X                   | Fuel use tax   |
| Oregon         | X                  | X         | 6                      | X                | X                   | Pro rata registration; mileage tax   |
| Pennsylvania   | X                  | X         | 5                      | X                | X                   | Carrier gross receipts tax   |
| Rhode Island   | X                  | X         | 6                      | X                | X                   |  |
| South Carolina | X                  | X         | 7                      | X                | X                   | Fuel use tax; carrier mileage  |
| South Dakota   | X                  | X         | 6                      | X                | X                   | Carrier mileage or weight tax  |
| Tennessee      | X                  | X         | 7                      | X                | X                   | Fuel use tax   |
| Texas          | X                  | X         | 5                      | X                | X                   | Carrier gross receipts and intangible assets taxes                             |
| Utah           | X                  | X         | 6                      | X                | X                   |  |
| Vermont        | X                  | X         | 6½                     | X                | X                   | Fuel use tax; truck fuel surtax  |
| Virginia       | X                  | X         | 6                      | X                | X                   | Carrier weight or mileage tax; pro rata reg.                                   |
| Washington     | X                  | X         | 6½                     | X                | X                   | Fuel use tax; carrier gross receipts tax                                       |
| West Virginia  | X                  | X         | 6                      | X                | X                   | Pro rata registration  |
| Wisconsin      | X                  | X         | 6                      | X                | X                   | Mileage tax  |
| Wyoming        | X                  | X         | 5                      | X                | X                   |  |

\* Alternative mileage tax.

\*\* Gasoline tax per gallon; there also is a 3¢ per gallon Federal Tax.

Source: National Highway Users Conference. All data as of October 1, 1958.



Distribution activities in our 49th state are featured in this report on Alaska's traffic, warehousing, and materials handling operations

## Your Alaskan Counterpart

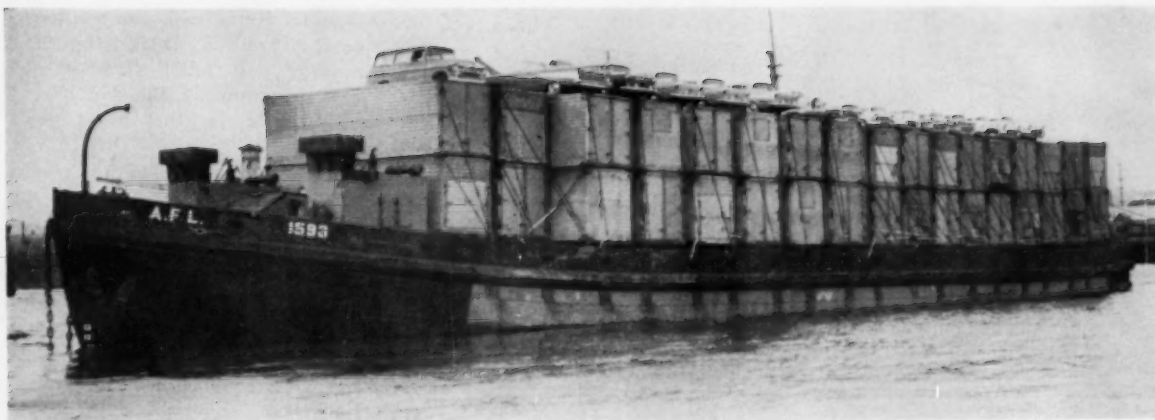
**E**CONOMICALLY, you must think of Alaska as an island with about 80 per cent of its population centered in the Anchorage-Fairbanks area.

There is a land bridge or connection via the Alaska Highway, but a quick look at the map above

shows why a large percentage of freight moves by water. Those black lines which indicate water routes from Seattle to the port cities in central Alaska are very close to 1000 miles shorter than the white line showing the overland route via Alaska Highway.

Alaska Steamship Co. is the sole survivor of more than a score of early competitors and it still carries the lion's share. But on many of its sailings there is a growing number of trailers on deck, plus many small containers.

In 1957, Alaska Steamship Co.



Alaska Freight Lines hauls 36 40-ft containers on barges like this one, plus general freight in hold, cars on top

hailed 683 40-footers, 1199 24-footers, and 113,147 60-cu ft collapsible wooden containers. There was a marked increase in the number of large metal weatherproof containers carried.

The steamship line is in the final stage of a \$300,000 ship modification program which will enable it to offer increased sea-van service. Three Liberty ships will be able to carry 82 vans per ship. Alaska Steamship Company's service extends from Seattle throughout Southeastern and Southwestern Alaska and includes Kodiak Island. The ships carry mail, dry, and refrigerator cargo in vans.

The Alaska Steamship Co. makes connections at Seattle with the Chicago, Milwaukee, St. Paul, and Pacific Railroad; Great Northern Railway; Northern Pacific Railway; and the Union Pacific Railroad.

At Skagway, it connects with the White Pass and Yukon Route. The line makes connections at Seward and Valdez with the Alaska Railroad and Garrison Fast Freight respectively.

#### Railroad Service

Government built and owned, the Alaska Railroad travels through the mountains from Seward and Whittier near the Gulf of Alaska to Anchorage and Fairbanks. The railroad has played a major part in the military growth of Alaska.

In Alaska, as elsewhere, there are airlines and privately-owned

planes. Alaskans own more planes and fly more miles than any other people in the world. Today virtually all passenger traffic between Alaskan cities and the mainland is accomplished by air. So much "rush" freight is flown along with passengers that most of the airliners have removable bulkheads to get maximum usage of equipment.

#### Airline Operations

A brief compilation of Alaskan airlines includes those like Wien Alaska Airlines in Fairbanks which was formed in 1932 to operate in an area where surface transportation is not highly developed and in which air freight still carries much of the responsibility for a growing amount of air freight traffic.

Other Alaskan airlines are: Christensen Air Service, Cordova Airlines, Northern Consolidated Airlines, Inc., Pacific Northern Airlines, Inc., Reeve Aleutian Airways, Inc., and Safeway Airways—all based in Anchorage; Alaska Coastal Airlines, Juneau; and Ellis Air Lines, Ketchikan.

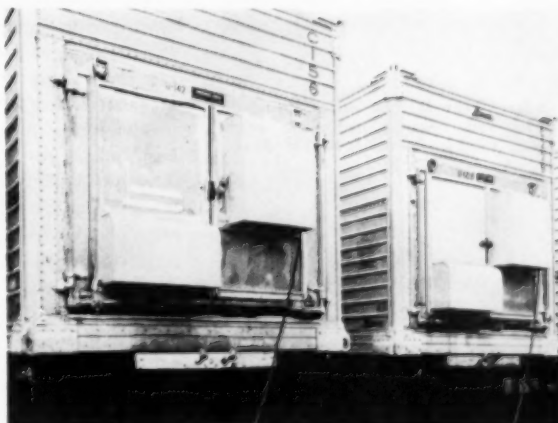
Working with all these forms of transportation is the truck, making essential pick-ups and deliveries at both ends of the line.

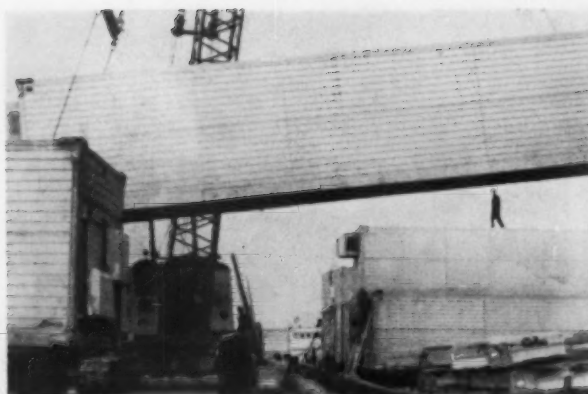
#### Integrated Transport

Garrison Fast Freight, a division of Consolidated Freightways, is relatively a newcomer, but it is champion in connecting water-rail-truck freight hauling. Its combined fishy-back, piggy-back operation makes it the larg-

*(Please Turn Page)*

Power for cooling is supplied by these units on trailers and barge carriers during travel





Forty-foot containers come off barge at Anchorage during the summer months, but year-round at Valdez

## ... Counterpart

(Continued from Preceding Page)

est customer of both Alaska Steamship and the Alaska Railroad.

Now Garrison offers container load service from any point in the United States to any of the key Alaskan cities. When the trains arrive at either Anchorage or Fairbanks, Garrison tractors and trailer chassis are ready to high-ball the loads to their final destinations.

Sometimes these points are widely scattered so that there is always long range power available for all highway shipments—right from the port.

Alaska Freight Lines, the pioneer truck carrier to Alaska and still the biggest, uses a different approach. It ships everything, mostly containerized, via its own tug and barge line. The highlights of this operation are shown in the pictures accompanying this article.

Lynden Transfer is only common carrier on regular schedule over Alaska Highway's cold, lonely route



It is a very laborious operation to get the tows through, particularly in winter months. Alaska Freight Lines, like most Alaskan truck lines, has designed its shop to house over-night all power units needed the following morning. When the mercury hits 40 below, only rigs housed inside will turn over.

Lynden Transfer, Inc. is the third truck carrier to Alaska. A good bit smaller than either of the other two, it is the only carrier that has regular schedules over the Alaska Highway. It is not an easy trek, but it seems to be paying off. On this run, maintenance is done either at the home shop in Lynden or by drivers enroute.

When a rig arrives in Fairbanks, the driver and his relief man have been travelling non-stop four days and nights along the most lonesome of roads.

The drivers must be mechanics equipped to meet emergencies in far-below-zero weather. The trailers have four spare tires plus a sizeable array of parts.

There are others that make the run, but on less regular schedules. Another fairly regular run is made from Seattle by the Anchorage Cold Storage Co. Still another important link is accomplished by Western Express from Great Falls, Montana, to Alaska.

But still, the great bulk of freight goes by water or air. Those are the only alternatives for the smaller cities such as Juneau, the

capital; Ketchikan, the southernmost city; Sitka, which is building a large pulp mill; Nome on the west; Barrow at the far north; or Kodiak in the great bear country.

Yet no matter how the freight gets there, final delivery is by truck.

Among the larger local cartage fleets is Sourdough Express, Inc., in Fairbanks. The company began with local cartage and branched out into coal and fuel oil delivery. Then came containers in the form of United Van Line boxes about 8 x 8 x 10 ft. Today many military families at Ladd or Eilson Air Bases make their final move via Sourdough.

In Juneau, trucks of Alaska Transfer, Inc., haul freight from the docks or airports. The Juneau area has about 45 miles of roads to nowhere and back. Within the limits of its highway system, the area operates like any other.

In Alaska, as elsewhere, private truck operators account for a great percentage of the trucking population. One of the biggest is Grocers Wholesale, Inc., with 5000 different food items in stock and a fair sized fleet.

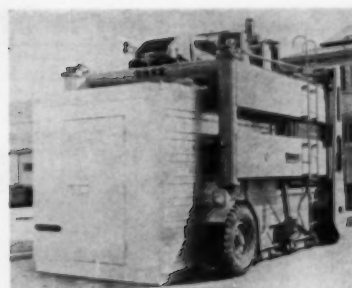
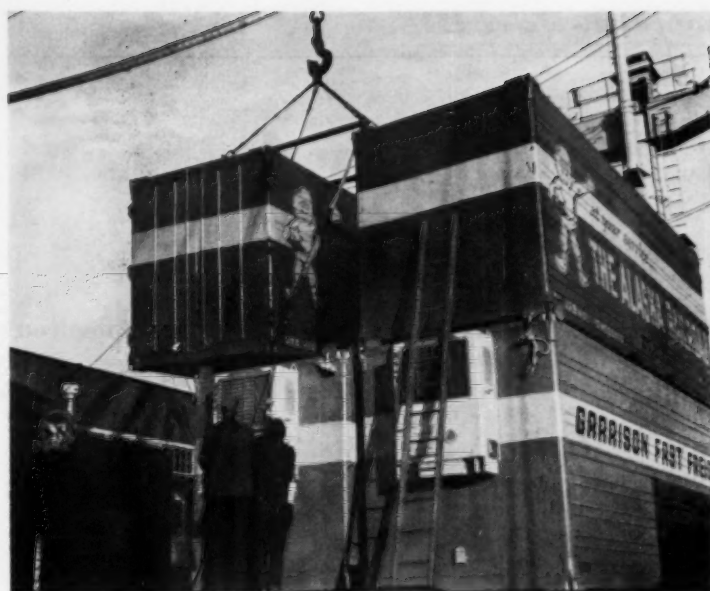
Representatives of the warehousing industry in Alaska are Jack Anderson's Tatco Warehouse and Storage Co. and the Martin Van Lines, Inc., in Anchorage, and the H and S Warehouse Association at Fairbanks. Both Martin and H&S handle merchandise and household goods. Tatco is a bonded merchandise warehouse.

Alaska's refrigerated warehouse include the Juneau Cold Storage, Inc., and Ketchikan Cold Storage Co. at Ketchikan.

What is perhaps the best equipped element in all Alaska is the U. S. Bureau of Public Roads which corresponds to a state highway department and will become one when statehood is implemented.

Along with industrial expansion will come the construction of a highway link between Haines and Juneau to connect the capital with the population center. On the drawing board is a new highway behind the coastal mountain range from Prince Rupert to Haines with through-the-mountain links





On Atlantic Steamship freighter (above left), Garrison containers share space with those of Alaska Railroad. Forklift and straddle trucks are shown in pictures at right

to Ketchikan, Juneau, and their coastal ports.

There is an interesting classification in both the Anchorage and Fairbanks telephone books—"Thawing." It rates a number of listings and is a mute tribute to the fact that it does get cold.

#### Maritime Board Visit

During a recent official visit to Alaska, Thomas E. Stakem, Jr., member of the Federal Maritime Board, told the Rotary Club of Ketchikan that to many people Alaska is a new and intriguing frontier. But, that too many people know very little about "your great business potential."

Stakem's main purpose in visiting Alaska was to inform its citizens of the programs and policies

of the Maritime Administration. The group of observers which accompanied Stakem talked with business and civic leaders in Juneau, Fairbanks, Anchorage, Seward, and other cities to obtain a clear appreciation of Alaskan problems.

The Ketchikan club heard from Stakem that "our transportation systems cannot be static. If they are to succeed and perform their proper duties they must be progressive and grow with the times. Regulation of these systems must be progressive and seek and encourage new ideas and concepts in the field of transportation.

"Any new idea or concept should first be examined to see if it will facilitate the conduct of trade. If the answer is yes, con-

sideration should be given to whether it will afford reasonably equal opportunity to all. If the answer is again yes, the law should be examined most diligently for the purpose of permitting the practice. If the law is against it, a change should be sought in the law.

"New ideas which are workable should be one of the products of competition which should be encouraged, and regulation should recognize this."

In Juneau, at a luncheon before the Chamber of Commerce, Stakem said that such groups as the Chamber of Commerce were channels "for weighing and discussing new ideas . . . toward moves that are going on to improve transportation methods. ●

Left: train pulls into Anchorage with power car, two trailers, string of boxes. Right: Garrison's dock area



## **Eight Rules for Correct**

**If your product fits two commodity descriptions in the same classification**

Here, taken from a new book on traffic management, are eight rules to guide the shipper in interpreting tariffs. These rules are not new in "Advanced Traffic Management," but are based on concepts stated in past proceedings of regulatory bodies and courts. They are frequently the key to finding the right rate.

**RULE I.** Tariff terms, including those of commodity descriptions, must be given their ordinary commercial meaning and must be taken in the sense in which they are generally understood in the trade or industry to which they appertain, in the absence of circumstances indicating a different intention.

For example, in a recent ICC case, the carrier assessed a class rate of \$7.17, contending that the shipment should be described as "Masts, aerial or antenna, radio or television, tubular steel, K. D."

The rate sought was a commodity rate of \$4.56 applicable on "Pipe, wrought, not plate or sheet." It was admitted by the complainant that television antenna masts were shipped, but it was contended that they were also wrought iron pipe. The carrier asserted that they were made from sheet steel which is specifically excluded from the application of the commodity rate, and the complainant argued that the tariff item included either iron or steel.

The ICC held, "Tariff terms must be given their ordinary commercial meaning and must be taken in the sense in which they are generally understood in the

trade or industry to which they appertain. What was shipped was advertised as television masts. The term pipe and its uses are well understood. The stanchion or post designed for use in the construction of antennas is a mast for which a specific description was published."<sup>1</sup>

**RULE II.** For the purpose of a carrier's tariff, the articles shipped are to be classified according to their nature and essential character at time of shipment, disregarding future use to which it might be put.

For example, the Court of Appeals held that internal combustion engines, though ultimately designated for use in airplanes, should be classified as "Engines, steam or internal combustion, N. O. I.," under the general heading "Machinery, or machines or parts named." Its rate, therefore, is lower than "Aircraft Parts." This classification decision was based on the concept that the term "internal combustion engines" more precisely describes the articles shipped than the term "airplane parts," and, being more specific, is the applicable description. Also, articles shipped are to be classified according to their nature and essential character at the time of shipment, disregarding the future use to which they might be put.<sup>2</sup>

**RULE III.** All parts of the tariff must be read together so as to

EDITOR'S NOTE: "Advanced Traffic Management" is published by William C. Brown. This is the third of a series of articles based on this important book. Earlier articles appeared in the September and November issues.

give effect, so far as possible, to every word or clause contained therein.

For example, on a shipment of glass blocks used for the interior and exterior construction of buildings, it was alleged that the proper rate should be that applying on "Blocks, building, N. O. I. B. N."

The item in which the above description is contained was captioned "Brick and tile, viz." and it also contained other commodities which are neither brick nor tile. These products, for example, were chimney tops, tops or caps, rings, clay or shale, and many others.

The complainant asserted that because of the many commodities listed which are said to be inconsistent with the general heading of the item, such heading did not limit or restrict the separate commodities which follow. The ICC held, "While these commodities are not strictly brick or tile, their primary composition is clay, the same as brick or tile. All of the commodities listed in the item are either manufactured wholly from clay or clay is the principal constituent, whereas glass blocks are not a clay product."

"It is a general rule of tariff interpretation that all pertinent provisions of a tariff must be considered together, with the view of giving effect, as far as may be possible under a reasonable construction, to every word, clause, and sentence thereof. When a tariff item consists of a main heading or caption followed by several subordinate commodity descrip-

# Rating

## which rate applies?

By **Kenneth U. Flood**  
*Associate Professor*  
*Georgia State College*  
*of Business Administration*

tions of equal rank and independent of each other, each subordinate commodity description must be read in the light of the main heading or caption." <sup>3</sup>

**RULE IV. The intention of the tariff compiler is not controlling in determining the applicable rate unless specifically expressed therein.**

For example, in a case involving a disputed route, the ICC stated, "The carriers specifically made all routes available; they cannot now be heard to say that such specific authorization has no significance. Tariffs must be construed according to their terms, and the intent of the framers will be respected only insofar as it is expressed in the tariff. It is not the function of the Commission to change the plain and obvious meaning of words in order to secure an interpretation which may be in accordance with the unexpressed intention of the defendant carriers." <sup>4</sup>

**RULE V. When a reasonable doubt exists as to the meaning of a tariff, doubt must be resolved against the framers and in favor of the shipper. But, such ambiguities are not to be created by a strained or unnatural construction.**

A good example of the application of this principle can be found in a recent ICC decision. Here the

shipment consisted of steel auto-dumping bodies which were loaded by crane into gondola cars ordered by the shipper. The carriers collected charges at a rate of 51 cents based on an exception rating. The complainant contended that an all-freight rate of 41 cents was applicable.

The tariff provided that the all-freight rate would not apply on "articles which on account of dimensions cannot be loaded through side door of closed car 40 ft in length, inside measurement."

It was the complainant's contention that these dimensions would not prevent the loading of the bodies through the side doors of 40-ft closed cars. It was contended that, although cranes were used to load the bodies because of their size and weight, and although it was impractical because of their weight to load the articles into available closed cars, the tariff restrictions merely establish a size criterion for the application of the rate, without a requirement that the articles be actually shipped in closed cars.

The carrier contended that since the shipper ordered and was furnished gondola cars, and had indicated that he could not load the bodies into 40-ft closed cars gen-

erally available, the complainant was unsound.

The ICC stated, "Since the all-freight rate applies on shipments in both open and closed cars, the language of the restriction is incongruous unless interpreted as establishing a criterion of size as a condition precedent to the application of the rate. Ambiguity arises from the absence of specific qualifying terms which identify clearly the type of closed car and the door dimensions of that type car to which reference is made. Where tariff provisions are worded in an ambiguous manner, resulting conflicts should be resolved against the compiler of the tariff." <sup>5</sup>

The principle that ambiguities are not to be created by a strained or unnatural construction is brought out in the following case: In *United States v. Missouri-Kansas-Texas R. Co.*,<sup>6</sup> the shipments consisted of airplane, tank, and boat internal combustion engines. The carriers billed the government on the basis of the exception rating of 40 per cent of first-class. The general heading of this item read "Agricultural implements and other articles," and under this heading was a list of "articles referred to" which in-

(Please Turn to Page 61)

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## Reissued Tariffs to Include Increases

Reporting at the recent National Industrial Traffic League meeting, the group's Rate Construction and Tariffs Committee said that a meeting had been held with the Railroads National Freight Tariff Committee to discuss the need for tariff revision. The railroads agreed:

1. That tariff publishing officers will proceed at once, observing a common effective date, to issue a supplement to each of the Dockets 28300, 30416, and 30660 class rate tariffs, publishing the class rate scales brought up to and including the Ex Parte 206 level.

2. That as to other rate tariffs, reissues will be accomplished as rapidly as possible, bringing the rates up to, at least, the Ex Parte 206 level.

3. That the chairman will arrange to be furnished with quarterly reports from agency and individual lines' tariff publishing officers showing the number of tariffs reissued, and the Ex Parte level reflected in each such reissued tariff.

4. That as existing tariffs are supplemented and rate tables or items are brought forward therein, the rates will be revised to reflect the Ex Parte 206 level, and where feasible, the Ex Parte 212 level.

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# Over-River Teletype Ends Space

Two sets of forms on opposite sides of river are filled by one

**S**IMULTANEOUS production of invoice copies and a matching shipping set, at points separated by the Willamette River, has solved a warehouse space shortage for a leading Portland, Ore., appliance distributor.

The link which has made this possible for Lou Johnson, Inc., is teletype. Though ordinarily considered to be an instrument of long-distance communication, teletype can be economical for order fulfillment work in adjoining buildings.

For speed, it cannot be surpassed. A greater advantage to Lou Johnson, however, has been the accuracy that has been achieved. This has resulted from the fact that two complete sets of fulfillment forms are produced at a single typing, then made to dovetail into the accounting and record-keeping procedures.

## Area Served

The company distributes major appliances throughout Oregon and parts of Washington and California, serving about 2000 active accounts. All of these are supplied from either Portland or the Salem branch.

The one line that posed the biggest storage problem was Youngstown Kitchens. Johnson distributes this line either as single components or as complete package kitchens. The variations in demand are great because of the many hues and styles, and combinations of units, that are available.

Johnson's own men design many kitchen layouts themselves. But many more go out according to



Upon receipt of an order, a Standard Register Co. invoice set is filled out on the teletype. Teletype in warehouse types same data on second set

dealer specifications. These must be shipped to order, because dealers cannot afford to stock the many units required to satisfy the demand.

## Space Filled

Johnson eventually ran out of space himself. The Portland warehouse, adjoining the offices, could no longer contain the inventory. The solution was to move the Youngstown units to a separate warehouse across the river. Hereafter, it was decided, shipments would be made from that point. But this posed a communications problem.

The company could rely upon a telephone, but it had drawbacks.

There still would have to be an exchange of paperwork between the two points—shipping tags, bills of lading, and the like. Another serious objection was the danger of telephone errors.

A small misunderstanding in the oral transmittal of an invoice containing from 20 to 30 items might prove extremely costly. Orders are shipped out promptly. By the time the error was detected, the wrong merchandise might be already on its way. Even an error in color specifications could be very expensive.

## Teletype Selected

Lou Johnson decided a teletype hookup might be the answer. To



# Shortage

## typing in sales office

make the best use of the machines, two special forms were designed; one for each machine. There is an invoice set for the office and a shipping set for the warehouse. The same information is produced simultaneously at both locations in a single typing.

### Office Set

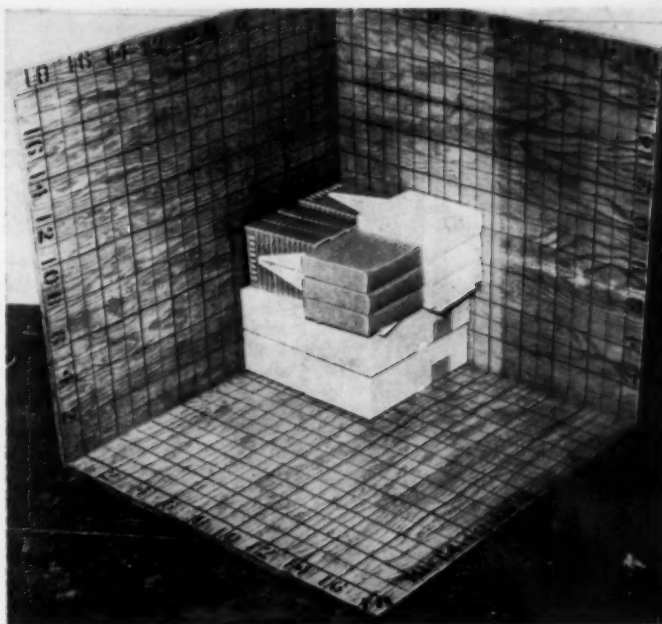
The office set is a conventional invoice form consisting of four copies. The original; the posting copy; a customer file copy, and a control copy. All are identical except for the designation and color, and are held together (with interleaved carbons intact) by a corner staple. The corner is perforated for easy separation later.

Incoming orders are assigned a number and the clerk proceeds to prepare the invoice set on the teletype. She enters identifying information, and in the body of the form types quantity ordered, model number, and description. She leaves blank the columns marked "quantity shipped" and "back order," as well as those columns designated for pricing information. Then, she files the source document alphabetically by dealer, and places the four copies of the invoice set in a "suspense" file.

### Warehouse Set

Meanwhile, at the warehouse end, a separate five-part shipping form was produced simultaneously. This form is identical in size to the invoice form and takes the same entries, but on some copies selective blockouts are used to obscure unwanted information.

(Please Turn to Page 81)



## Guide Selects Proper Size Container

**Navy's Package Dimensional Guide takes the guesswork out of selection of shipping boxes**

**T**HE NAVAL Supply Depot, Mechanicsburg, Pa., has developed a real time-saver for its parcel post packing operation.

Formerly, the packer grouped the material for a shipment and "by guess," selected a container to pack in. Often, the container selected either wasted cube or was too small. The time used to make a change, multiplied by the number of such errors, was costly. To cope with this problem, a Package Dimensional Guide was developed.

Material consigned for shipment moves from a checking area on a gravity conveyor to a designing area. There two employees design and select suitable containers determined through the use of the Guide.

The proper size container is

selected by reading the numerical dimensions (length, width and height) located on top, sides and bottom. Odd numerals are indicated by faint lines; even numerals are the heavy lines. The example in the photograph would require a container with minimum dimensions of 9 x 8 x 9 in.

When the right box has been selected, the selector closes the bottom flaps with an automatic metal box stitching machine. Material then is placed in the container and forwarded to the packer on a gravity conveyor. The packer applies the necessary cushioning, inserts the packing copies, seals the container, and forwards it to the shipping area on a powered conveyor. ●

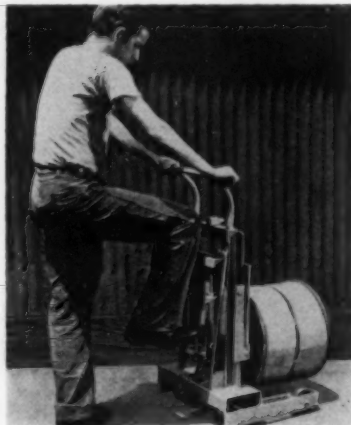


## PRODUCTS

... FOR FURTHER INFORMATION

### Coil Reel Positioner

In-plant handling of heavy wire reels, sheet metal coils and other hollow-centered, cylindrical shapes is greatly simplified by the new reel positioner developed by the **American Pulley Co.** Accurate and rapid po-

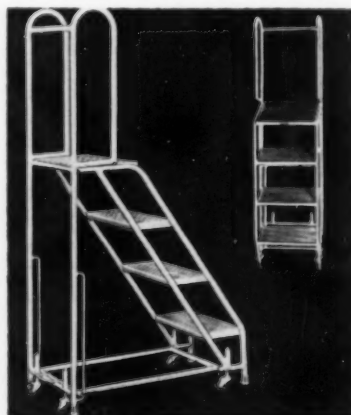


sitioning of reels weighing up to 500 lb is achieved by a pedal-operated hydraulic lifting mechanism. This hydraulic lift has a mechanical lock to hold the reel in any raised position for extended periods of time.

Circle No. 32 on Card, Facing Page 53

### Safety Folding Ladders

A folding aluminum ladder is being offered by the **Ballymore Co.** Handrails are available on three, four,



and five-step ladders. A folding mechanism locks these lightweight ladders securely at the base to make them rigid.

Circle No. 33 on Card, Facing Page 53

### Stevedoring Lift Truck

New from **Allis-Chalmers Mfg. Co.** is this stevedoring lift truck specially engineered to cope with dunnage, rails, and other obstructions found on docks and in ship's holds. Larger tires for greater ground clearance are optional. The new lift has a quickly removable counterweight which, when removed, places the truck within the



weight lifting capacity of the ship's gear. Sling eyes provide safe movement of the counterweight, and a special hanger on the lift truck aids in quickly attaching or detaching the weight.

Circle No. 34 on Card, Facing Page 53

### Marine Dock Bumpers

A new line of marine dock bumpers designed for maximum protection of piers and other docking facilities and boats is announced by **Bumpers Inc.** The bumpers consist of a heavy gage steel frame to which is fastened

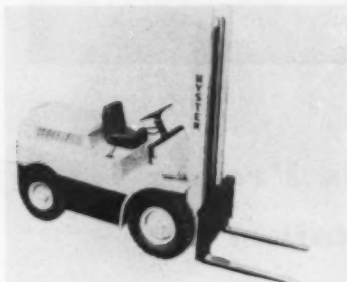


wear-resistant, laminated segments of rubber reinforced fabric. Bumpers are available 8-in. deep and 12-in. face with lengths according to customer specification.

Circle No. 35 on Card, Facing Page 53

### Lift Truck Series

An all new series of 6000, 7000, and 8000-lb capacity lift trucks has just been released by **Hyster Co.** They are pneumatic-tired trucks on single



drive wheels. The narrow width of single drive wheel design, plus short turning radius and power steering, permits use of the trucks in standard, single door boxcars. Dual wheels are optional.

Circle No. 30 on Card, Facing Page 53

### Lever-Operated Hoist

Tool-box size lever-operated hoists are being offered by **Shaw-Box Crane and Hoist Div., Manning, Maxwell,**



and **Moore, Inc.** Introduced to complement present hoists, they are made in  $\frac{1}{4}$ ,  $1\frac{1}{2}$ , and 3-ton capacities.

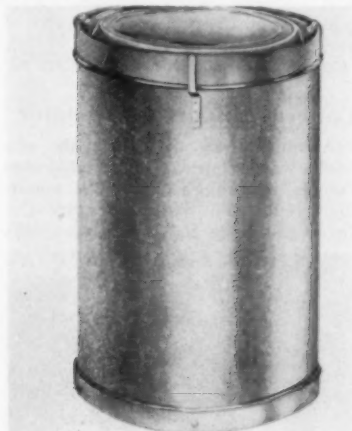
Circle No. 31 on Card, Facing Page 53

# and EQUIPMENT

PLEASE USE THE READERS' SERVICE CARD • • PAGE 53

## Fibre Drum Line

Bennett Industries, Inc., has begun production on its new line of fibre drums. The drums are manufactured

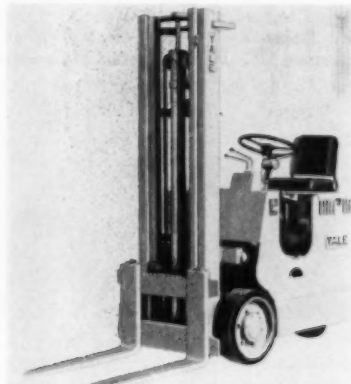


in 11¼, 12½, 14, and 15½-in. diameters with capacities which range from 2 to 26 gal. They have side-walls of linerboard and ends from cold rolled steel with a baked on protective coating of sanitary varnish.

Circle No. 36 on Card, Facing Page 53

## Sit-Down Narrow Stacker

To permit the handling of larger, heavier loads in narrow space-saving aisles with sit-down rider-type electric lift trucks, Yale and Towne Mfg. Co. has added this 5000-lb capacity truck to its line. It is introduced in capacities of 3000 and 4000 lb. One of the truck's features is the ability to operate in aisles less than 10-ft wide.

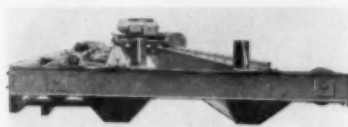


The truck is 73¾ in. from rear of counterweight to the face of the forks.

Circle No. 37 on Card, Facing Page 53

## Overhead Cranes

New from Borg-Warner is a series of overhead cranes designed for Class III industrial service with capacity range up to 20 tons and spans to 60 ft. Product features include heavy-

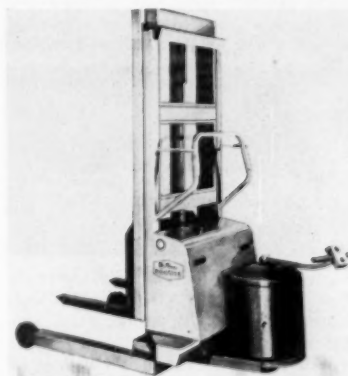


duty hoist, heavy-duty steel wheels on bridge and trolley, welded jig bored and jig assembled end trucks, and heavy-duty gear reduction bridge drive.

Circle No. 38 on Card, Facing Page 53

## Power-Drive Unit

Certain manually propelled portable lifts can now be moved with a new power-drive unit of electro-mechan-



ical design featuring a 1-hp traction motor connected through a centrifugal clutch, chain, and sprockets to a 9-in. diameter drive wheel. The power system is available from Hartman Metal Fabricators, Inc.

Circle No. 39 on Card, Facing Page 53

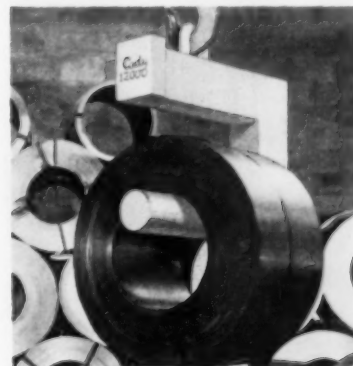
## Improved Vacuum Blower

An improved vacuum blower for pneumatic handling is being produced by Pieck Vacuum Blower Co. The blower incorporates a Hercules overhead-valve engine which develops up to 87.5 hp. The all-steel blower is designed for industries with special materials handling problems. It uses a 14-in. pipeline and handles about 20 tons of hay per hour, for example.

Circle No. 40 on Card, Facing Page 53

## Coil Lifter for 72 Inchers

Addition of new coil lifters in standard sizes up to 40,000-lb capacity for handling coil widths up to 72



in. is announced by Cady Metal Fabricating, Inc. The lifters are made of high strength alloy steel fabricated in box section to provide strong, rigid lifters with less dead weight. No chains or slings are required.

Circle No. 41 on Card, Facing Page 53

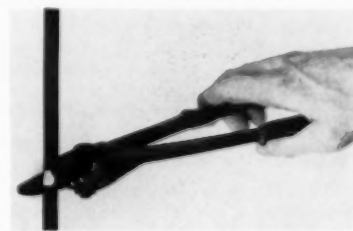
## Power Conveyor Turns

Power turns for existing conveyor systems which are designed to eliminate transfer points while keeping flow of products constant are available from Central Conveyor Co., Inc. The power turns are fitted with reducers for speed regulation in conjunction with present systems. They are available in 30 to 180-deg units.

Circle No. 42 on Card, Facing Page 53

## Steel Strapping Cutter

A new strap cutter which can cut steel strapping up to 1¼-in. wide and .035-in. thick, and yet is small enough



to slip into a pocket is now on the market. Produced by Acme Steel Co., the strap cutter needs minimum effort to cut a clean swath.

Circle No. 43 on Card, Facing Page 53  
(Please Turn Page)

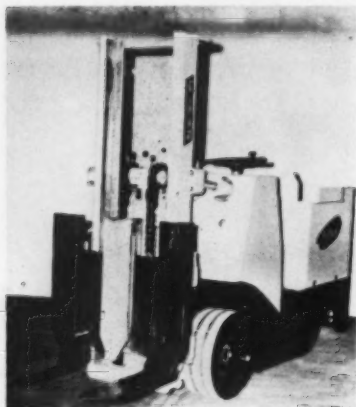


## ... New Products and Equipment

(Continued from Preceding Page)

### Magnetic Plate Attachment

A tin plate attachment designed for holding loose sheets of tin plate during transportation on a pallet is introduced by the Elwell-Parker Electric Co. Magnetic action securely grips the load to prevent slipping or



tipping of the plate. A magnetic control switch is located on the truck cowl. This attachment does not reduce the truck's capacity.

Circle No. 44 on Card, Facing Page 53

### Retaining Strips

Retaining strips which are said to reduce dunnage by 20 to 40 lb are offered by Signode Steel Strapping Co. The standard strip is available in 100-lb kraft paper, the new superior



retaining strip is an asphalt fiberglass laminated paper for products that are unusually difficult to retain. The steel strapping, running the entire length of the strip, reinforces the heavy paper keeping the containers away from the doors.

Circle No. 45 on Card, Facing Page 53

### Wide-Door Mountings

The Stic-Klip Mfg. Co., Inc., has announced a special mounting for its Rubbair door installations of 6 ft and wider. To strengthen the door's critical stress points on wide installations, the construction uses 11-gage steel offset mounts with an extra 1/4-in. layer of rubber casing.

Circle No. 46 on Card, Facing Page 53

### Plastic Microphone

A new lightweight, plastic microphone is now standard equipment with all General Electric mobile two-way radio systems. Built to withstand ex-

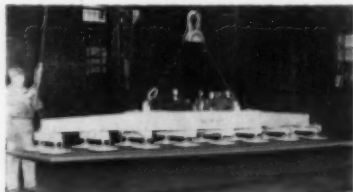


treme conditions of vibration and corrosion, the new microphone uses a controlled magnetic cartridge. The cartridge offers superior intelligibility.

Circle No. 47 on Card, Facing Page 53

### Vacuum Steel Plate Handler

The Vac-U-Lift Co.'s vacuum steel plate handler lifts and conveys over 4 1/2 tons of steel plate and is adaptable for use with overhead traveling



crane, boom crane, and stiff-leg crane. The vacuum lift also handles concrete slabs, smooth stone, glass, and flat metal sheets.

Circle No. 48 on Card, Facing Page 53

### Fork-Truck Carrier

Now fork-lift trucks can be transported from job to job with the



trouble-free use of this new Haulette transporter. The trailer has an overall length of 13 ft 8 in. Its carrying bed is 10 x 6 ft.

Circle No. 49 on Card, Facing Page 53

### Nailclaw Crowbar

A nailclaw crowbar has been introduced by Great Neck Saw Mfrs. Claimed to be a powerful work tool,



its 11-in. size makes it easy to carry and use. The tool is equipped with a plastic grip. It is made of one piece of forged steel.

Circle No. 50 on Card, Facing Page 53

### Concrete Floor Rejuvenator

A quick way to rejuvenate old, traffic-worn concrete floors and end dusting is through use of a new curing agent from Walter Maguire Co., Inc. Obtainable in 1, 5, and 50-gal.

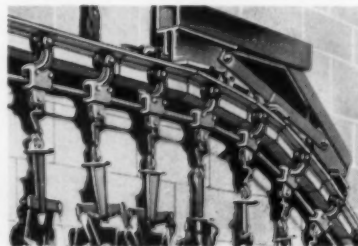


containers, this liquid sodium silicate compound can be applied with hand or power spray, hair broom, or burlap bag. The product is free from resins, paraffin, and acid.

Circle No. 51 on Card, Facing Page 53

### Cable-Link Conveyor

A new overhead cable-link conveyor that changes elevation while it is being loaded and in motion is offered by Dearborn Fabricating and Engineering Co. Featuring flexible mono-



rail sections, the system may be raised or lowered at will while the conveyor is in operation. It is applicable to conveyor systems which alternately dip or do not dip, according to product weight.

Circle No. 52 on Card, Facing Page 53



### Trailer Top Repair Kit

Any handy man can expertly repair damaged trailer roofs, including seams, corners, and edges. The kit, offered by The Monroe Co., con-

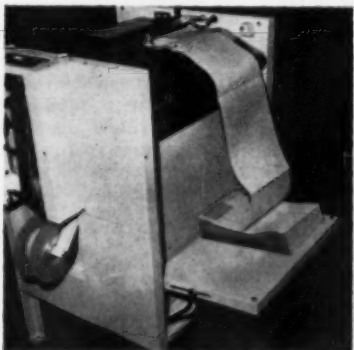


tains 15 lb of cement of special consistency, 1 gal of a silicone mixture, and two 150-ft rolls of no-rot fiberglass membrane. Detailed instructions are included in each kit.

Circle No. 53 on Card, Facing Page 53

### Shipping Stencil Tabber

A machine for tabbing shipping stencils on continuous forms is introduced by Weber Marking Systems. The tabber is designed to place ship-



ment addressing stencils over the address section, or anywhere that is desired on the form, automatically at an adjustable speed of up to 2400 per hour. Also, it counts the forms as they are tabbed.

Circle No. 54 on Card, Facing Page 53

### Printed Weight Scale

According to Toledo Scale Corp., its new 400 series scales offer the printing of weight data in large, clear figures anywhere on office forms

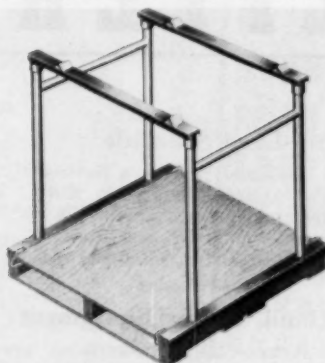


or tickets up to 8½ x 11 in. in size. The scale always prints a complete weight figure, even when unit weights are used to increase dial capacity.

Circle No. 55 on Card, Facing Page 53

### New Stacking Frame

Designed to meet the demand for stacking hardware or frames for assembly without altering existing pal-



lets is this new model at Paltier Corp. This frame fits any pallet, wood or steel, without notching, drilling holes, or chiseling.

Circle No. 56 on Card, Facing Page 53

### Covered Hopper Car

A new and versatile covered hopper car, designed to handle dry products in bulk, has been developed by General American Transportation Corp. Principal feature of the car is its in-

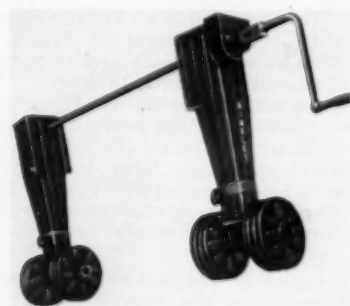


ternal unloading gates which are housed inside the car and assure perfect sanitation for a variety of dry products ranging from malt and feed ingredients to dry chemicals, foods, detergents, and plastics such as polystyrene.

Circle No. 57 on Card, Facing Page 53

### Ball-Bearing Landing Gear

A two-speed ball-bearing trailer landing gear capable of lifting any payload is announced by Binkley Mfg.



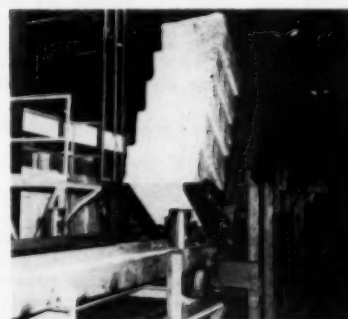
Co. The new assembly requires only 10 crank turns per inch of travel in low gear, two turns per inch in high.

Circle No. 58 on Card, Facing Page 53

For prompt service, use postage-free postcard provided to obtain FREE LITERATURE and NEW PRODUCT information described in this issue. All material is FREE unless otherwise noted.

### Upending Stacker

A simple method of automatic stacking utilizes two upenders in tandem. The first upender receives loads and stands them up on the second up-

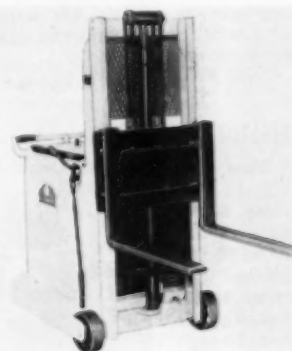


ender. When five loads have been accumulated, the second upender sets up the loads stacked five high. The stack can be delivered to a conveyor or picked up by an industrial truck. The units are controlled by a system of electric eyes. All are from Lamson Corp.

Circle No. 59 on Card, Facing Page 53

### Lift Counterweight

Big Joe Mfg. Co. presents an easy to maneuver lift truck in its line of more than 80 battery-powered hydraulic lift trucks. The truck shown is a 1000-lb capacity direct approach



materials handling tool with the ability to handle double faced pallets in addition to wire coils, tote pans, rolls, dies, carboys. The truck works easily under extremely low ceilings, yet lifts loads up to 90-in heights.

Circle No. 60 on Card, Facing Page 53


**FREE**

# LITERATURE

## Box Car Loader

Illustrative and informative material on the boxcar loader produced by the Rapids-Standard Co., Inc., now is available. Material discharged from the loader is placed at the stacker's shoulder height. A stacker can receive and handle a constant flow of bags with minimum effort. Descriptive case histories are available.

Circle No. 62 on Card, Facing Page 53

## New Warehouse Directory

The 1959 edition, complete and up-to-date, of the *Associated Warehouses, Inc.*, enumerates the members and services available from them. The directory is 75 pages in length.

Circle No. 63 on Card, Facing Page 53

## AIA Annual Report

Now available are copies of the *Aircraft Industries Assn. Annual Report* for 1958 about progress, problems, and prospects of the aircraft industry.

Circle No. 64 on Card, Facing Page 53

## Roller Gravity Handbook

Lamson Corp. announces the release of a new roller gravity handbook. It is a reference book for the engineer who uses conveyors to solve unit load handling problems. Many descriptive photographs explain the application of gravity conveyors and the more common accessories.

Circle No. 65 on Card, Facing Page 53

## High-Lift Fork Truck

How a fork-lift truck can raise 4000 lb to 22½ ft, or 6000 lb to 12 ft is explained in a flyer from *Kwik-Mix Co.* The truck has 18-mph forward and reverse speeds, four-wheel drive traction, power transfer differential, power brakes, power steering, and 60-fpm hoist speeds. Torquematic transmission is offered also.

Circle No. 66 on Card, Facing Page 53



## Sea-Land Schedule

Sea-Land Service, a facility of the *Pan-Atlantic Steamship Corp.*, has released its sailing schedule for the months of March and April.

Circle No. 67 on Card, Facing Page 53

## Hand, Power Equipment

A case history describing how a food manufacturer combined hand and power equipment for efficient use in a multi-story building and saved 6875 sq ft of space is available from *Lewis Shepard Products, Inc.*

Circle No. 68 on Card, Facing Page 53

## Belt Conveyor Idlers

New literature in the form of a book from *Link-Belt Co.* concerns itself with detailed engineering selection data on five new series and 23 types of belt conveyor idlers. It also describes with illustrations their versatility for a wide range of conveyor applications. The 40-page book lists the complete line of idlers for belt widths of 14 to 84 in. A grease-through feature permits lubrication of all rolls simultaneously from a single fitting. The new book is key indexed for quick reference.

Circle No. 69 on Card, Facing Page 53



## BOOK

### Power Cranes and Shovels

The new edition of *Power Cranes and Shovels*, Commercial Standard CS90-58, is available, according to the *Commodity Standards Division*, U. S. Department of Commerce. It applies to machines of the convertible full-revolving type on crawler, truck, and wheel mountings. Sizes are in the so-called "commercial" ranges for shovels and cranes with provisions for clamshell, dragline, pile driver, and hoe operation.

Copies of this booklet may be obtained from the *Superintendent of Documents*, U. S. Government Printing Office, Washington 25, D. C. The price is 20¢ per copy.

## Truck Selector Guide

The *Automatic Transportation Co.* has published a new industrial truck selector

guide to aid in establishing new systems or revising old ones to fit present needs. More than 150 trucks to fit all requirements are shown in this 20-page production. Selection factors such as capacity, frequency of use, power source, and use of semi-standard or special trucks are given as a ready reference to all *Automatic trucks*.

Circle No. 70 on Card, Facing Page 53



## Conveyor Catalog

New catalog from *Prab Conveyors, Inc.*, illustrates the firm's automatic elevator for small parts handling, enclosed bulk handler, piano-hinge steel-belt elevating conveyor, vibrating conveyors, and custom built conveyor equipment.

Circle No. 71 on Card, Facing Page 53

## Caster Trucks

A new booklet available from *Nutting Truck and Caster Co.* discusses trucks for appliances, bags, bananas, barrels, boxes, cartons, cases, draglines, drums, freight. Also, motor freight terminal use and order picking, trailer trains, and warehouse applications.

Circle No. 72 on Card, Facing Page 53

## Air Shipping Guide

A guide to air shipping via facilities of the *Port of New York Authority* is being offered by that group. It provides the latest procedural information for expediting the movement of air cargo through the Port district.

Circle No. 73 on Card, Facing Page 53

## Towboats, Barges

*St. Louis Shipbuilding and Steel Co.* has just published a 36-page brochure which gives the history of the yard, recently built towboats, barges, and specialized equipment. Also covered are the operations and facilities at both *St. Louis Ship* and its subsidiary, *Paducah Marine Ways, Inc.*

Circle No. 74 on Card, Facing Page 53

## Triplex Mast for Lift

Recommended tire sizes to provide maximum stability have been incorporated into a new specification bulletin on the Yale triplex mast for industrial lift trucks made by Yale and Towne Mfg. Co. The mast provides high lift with low headroom clearance. It is applicable with Yale trucks in capacities from 3000 to 5000 lb.

Circle No. 75 on Card, Facing Page 53

## Pneumatic Conveyors

How a starch and refining company modernized its materials handling routine, reduced handling costs, and provided for plant expansion by installing a pneumatic conveying system is described in a folder from the Fuller Co. Seven in-plant photographs help illustrate the offering.

Circle No. 76 on Card, Facing Page 53

## Industrial Truck Battery

A new line of storage batteries which boosts the work capacity of electrical trucks as much as 44 per cent is described in a technical bulletin from Exide Industrial Div., the Electric Storage Battery Co. The batteries can be used interchangeably in more than one size of truck. A section of the new bulletin details this new simplification of battery sizes.

Circle No. 77 on Card, Facing Page 53

## Fork Truck Rebuilding

What are the factors determining whether to rebuild existing industrial trucks or to purchase new models? This and other questions are answered in an offering from the Elwell-Parker Electric Co. The literature covers such topics as economies of rebuilding and the areas normally rebuilt.

Circle No. 78 on Card, Facing Page 53

## Mechanical Dock Ramp

Versatility in work range is claimed for Globe Hoist Co.'s new mechanical dock leveling ramp. A folder describing this ramp has just been published. According to the manufacturer, the ramp has a mechanical homing instinct, it always returns automatically to a locked horizontal position.

Circle No. 79 on Card, Facing Page 53

## Cast Steel Wheel Block

A new bulletin which describes the cast steel wheel block produced by Calumet Steel Castings Corp. is available now. The block is finding new applications on loading docks and platforms. It is designed to block the wheels of trucks, trailers, and other vehicles.

Circle No. 80 on Card, Facing Page 53

(Please Turn to Page 99)

## Literature from the Advertisements

Listed below are brief descriptions of catalogs, brochures, booklets and other literature offered by advertisers in this issue of DISTRIBUTION AGE. To get your copies of the items offered, simply circle the appropriate number on the Reader Service Card, facing Page 53.

### Stevedoring Fork Truck

New Allis-Chalmers lift truck is specially designed for use on ship or pier. Circle No. 3.

### Protection Service

ADT offers a variety of electric protection services which guard against fires, burglaries, and holdups. Circle No. 6.

### Walkie Lift Truck

Both load and operator are protected by safety devices on new lift truck by The American Pulley Co. Circle No. 5.

### Narrow-Aisle Lifts

Automatic's complete Transporter line includes 50 models to fulfill every requirement. Circle No. 15.

### Steel Caster Series

Single ball race casters of either semi-steel or pressed steel construction are offered by Bond Foundry. Circle No. 14.

### Car Reporting System

CLIC, Chesapeake and Ohio Railway's all-teletype reporting system, is described in a new booklet. Circle No. 18.

### Replacement Program

A planned equipment replacement program can be arranged with Clark Equipment Co. Circle No. 16.

### Lift Jack System

A low-cost solution to materials handling problems is The Colson Corp.'s lift jack system. Circle No. 7.

### Warehouse Service

J. Leo Cooke Warehouse Corp. of Jersey City details its public warehousing service in a new brochure. Circle No. 19.

### Electric Truck

A half-ton payload can be carried in a new three-wheeled electric truck made by Cushman Motors. Circle No. 10.

### Pneumatic Dunnage

Damage reduction and faster loading are produced through use of Firestone pneumatic cushions. Circle No. 2.

### Stainless Trailers

Fruehauf Trailer Co. has introduced a new line of stainless van-body trailers. Circle No. 9.

### Industrial Tire Booklet

B. F. Goodrich outlines its "Tire and Wheel Analysis Plan" for industrial trucks in a new booklet. Circle No. 17.

### Truck Routing Guide

Gordons Transports, Inc., linking Chicago and St. Louis with the South, is offering a new routing guide. Circle No. 20.

### Lift-Truck Catalog

Lewis-Shepard Products, Inc., presents specifications for its Master Line in a recently published catalog. Circle No. 8.

### Light-Weight Dockboards

Faster mechanical vehicle loading is described in data prepared by the Magnesium Co. of America. Circle No. 11.

### Truckload, LTL Service

Information for the truckload and the less truckload shipper is available from McLean Trucking Co. Circle No. 21.

### Walkies, Rider Trucks

Two new catalogs from The Moto-Truc Co. give details on their walkie and their small rider lines. Circle No. 1.

### Long Distance Moving

National Van Lines, Inc., nationwide moving organization, is offering data for potential agents. Circle No. 22.

### Port Magazine

The Port of Long Beach is adding names to the list of readers of its monthly news magazine. Circle No. 12.

### Explosion-Proof Lift

Revolvator Co.'s new Series 54.00 Go-Getter is designed for use in explosion hazardous areas. Circle No. 4.

### Air Freight Booklet

United Air Lines' new booklet tells how shippers may save money and provide better service. Circle No. 23.

### Elevating Tailgates

Literature from the H. S. Watson Co. describes its entire line of Watson Weightlifters. Circle No. 13.

# Propane Puts New Life in Old

Twelve trucks added to this plant's fleet of 60 fork lifts will not add to the size of the maintenance force because of the changeover to propane gas. The company first adapted trucks to propane to reduce fumes

---

*Inherit old forklift trucks? Before you write them off as too expensive to operate, read of the experience of this company in extending fork-truck life.*

---



Maintenance work on lifts and yard trucks at the Nashville plant is performed by four men. Eight were required when gasoline was used

WITH THE recent closing of the company's Ohio plant, a dozen forklift trucks of various ages and conditions were transferred to the Crosley Division of Avco Manufacturing Co. at Nashville, Tenn.

By converting these lifts to propane, M. C. Roberts, plant engineer, and E. P. Sellick, maintenance foreman, expect a useful life out of these units equal to normal life of new lifts on gasoline fuel.

Even with 12 more units, all maintenance work on lifts and yard trucks will be done by four men, as compared to the crew of

eight formerly needed for gasoline-powered units. Of Avco's original fleet, 54 of 60 units are now propane-fueled. The rest are used in outlying yards without propane storage.

Conversion to propane started four and one-half years ago. Three lifts were ordered to the shop by top brass for complete overhaul because of their excessive fumes and smoke caused by the contract-gasoline in general use on all vehicles.

Roberts and Sellick persuaded management to authorize test installations of propane on the trio of "stinkers." Their motors

weren't touched, except for mounting the LPG units. That was the last shopwork done on those trucks since that time.

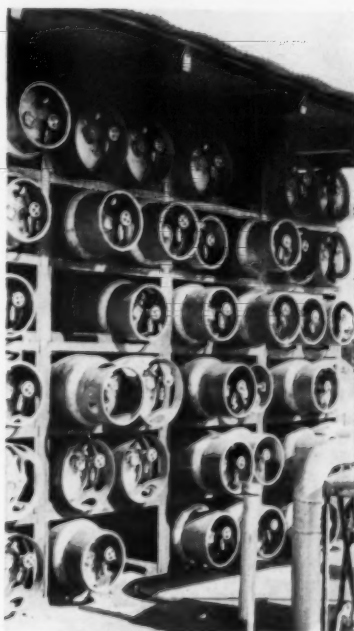
They have been in continuous hard service since. Smoke and fumes were gone in 48 hours. The engines were smoother, quieter, idled slower, required infrequent tune-ups. Oil consumption dropped almost to zero, sparkplugs "last forever."

Each fuel tank on a lift truck is equipped with a gage. Drivers don't wait until the tanks are empty. When running low, they seize a quiet moment to run to the storage rack holding 48 cylinders.



# Lifts

By William R. Palmer



Bottles, filled at one time, are stored in rack as replacements

An exchange takes five minutes and the empty is left on the concrete apron. Once each day the fireman from the boiler room comes down to fill all the empty cylinders.

The rack is against a concrete "blockhouse" containing two pumps and sets of controls (one is a spare for emergency). Either pump draws from a 1000-gal tank behind the blockhouse. This in turn draws from two 18,000-gal tanks set beside a railroad spur. Avco maintains this large supply of propane as standby fuel for the firm's enamel baking ovens, which are fired by natural gas. ●

## AWA Annual Meeting In Capital, April 5-9

The 68th Annual Meeting of the American Warehousemen's Assn. calls members of the Merchandise Div. and NARW to Washington

FOR ITS 68th Annual Convention in Washington, April 5-9, the American Warehousemen's Association will present sessions of interest to its members in both the National Association of Refrigerated Warehouses, Inc., and the AWA-Merchandise Division.

### Merchandise Div.

James C. Worthy, vice president, Sears, Roebuck and Co., will address the opening meeting of the AWA-Merchandise Division. He will discuss the "Businessman in Politics."

Activities for the Merchandise Division will include extensive sightseeing of places in and around Washington of particular interest to warehousemen. Interspersed with technical sessions will be a round of social activities culminating in the Annual Dinner Thursday night. This will be attended by both divisions of the AWA.

Of special interest to wives of Merchandise Division members will be a tour of the National Art Gallery in downtown Washington. The tour is scheduled for Wednesday.

### NARW Sessions

Tuesday, April 7, the National Association of Refrigerated Warehouses will open with its General Luncheon. It will be followed by several informative

reports from various members of the presiding committees.

Throughout the Annual Convention, NARW topics for discussion will include a warehousemen panel on "Meeting Modern Trends" by modernization of existing facilities. Also a warehousemen-trucker panel discussing "Refrigerated Warehousing and Truck Transportation."

Several key Congressmen will take part in a legislative session concerning issues affecting refrigerated warehousemen.

Here for your interest and information is a detailed schedule of the Annual Convention events, both business and social:

### Monday

Morning — First-Timers Breakfast

Morning — MDSE DIV — Business Session

Afternoon — MDSE DIV — Meetings of Regular Standing Committees

3:00 to 4:25 — NARW — General Business Session

### Tuesday

Morning — Washington Sightseeing

Afternoon — MDSE DIV — Panel Discussions. "The Warehouse of Tomorrow" presented by Allan Harvey, Dasol Corp., and  
(Please Turn to Page 70)



## Steel Warehouse Built For One-Day Delivery

**B**USINESS increases for steel warehouses as the scope of services broaden.

With this in mind, A. M. Castle

& Co. has laid out its new warehouse in Franklin Park, Ill. It is fitted with equipment that would best facilitate these services. The target that Castle shoots for is one-day delivery service within a 40-mile radius of Chicago, two days' service beyond.

To accomplish this and still pick from a stock of 1783 items, the company had to achieve a high degree of coordination between handling equipment and cutting machinery. Hence, stocks are stored close to their appropriate grinders and saws to avoid long in-plant hauls.

### Layout

The layout of the 700 x 512-ft warehouse is straightline. Four 100-ft wide bays plus a 112-ft wide center bay run longitudinally through the one-story structure. Each bay has a runway with two overhead traveling cranes.

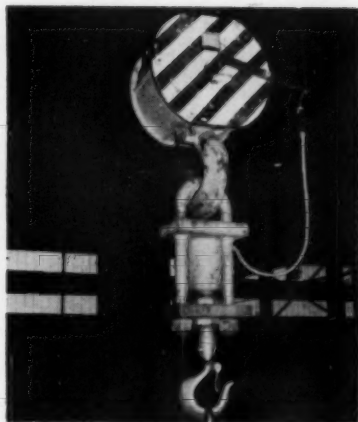
These handle shipments from a two-track inside rail spur at the north end of the building. Stock is carried to intervening storage areas and, after order-picking, to the 40-ft wide truck shipping dock at the south end. Crane capacities are 10 tons each except for the three middle bays, each of which has a 20-ton crane.

Another 24-ft wide shipping aisle cuts laterally through the center of the building. Order-picking aisles between the pin and tree racks vary from 4 to 20 ft, but are changed as storage patterns change.

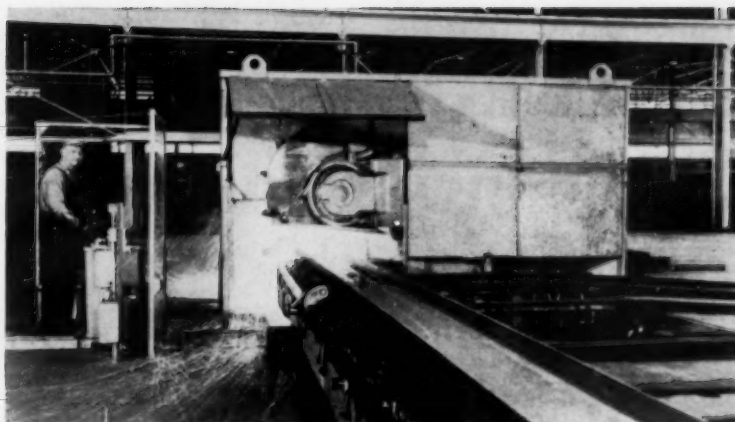
Close check is kept on the fast movers so that they can be stored close to the main shipping aisle. This aisle has room for 40 over-the-road trucks. Shears and saws are located close by so that orders can be picked, delivered to cutting equipment, strapped, and weighed with as little cross or back haul-

Sheet lifter stacks stock in sheet bay. Cranes do most handling jobs.





Hook scale cuts handling by recording weights in crane operator's cab



Friction saw near center shipping aisle cuts a structural shape in a matter of seconds. Beams then are slid down skid for temporary storage, shipping

Overhead cranes carry wide variety of steel products through this 700 x 512-ft suburban warehouse. Masonry walls are used on three sides while a re-usable steel wall on the fourth side provides for future expansion

By Edwin J. Knudsen

ing as is absolutely necessary.

The overhead cranes, traveling at 400 fpm and equipped with twin hooks with 22-ft clearances, are the keystone of the handling operation. Order-processing time is saved on small orders by the use of two custom-made portable scales mounted on platform trucks. These units free the overhead cranes for heavier loads, and eliminate extra trips to scales.

Extra handlings are eliminated in the sheet bay with the aid of sheet lifters and hook scales. With this combination, stock is unloaded from incoming trucks, the weight recorded in the crane operator's cab, and the material then stored—all in one handling.

#### Equipment

An example of how the proper equipment can save time for a steel warehouse is the performance of three Blanchard surface

grinders. To edge and face grind to specifications in its former warehouse, the stock had to be shipped out to be milled or planed. The result was lost time and higher costs. Now the customer gets his unitized order faster and cheaper by placing just one call. The largest of the grinders is 96 in., the smaller units 48 in. each.

Another operation that has eased the handling of heavy stock is that in the structural shapes bay. The overhead crane, working in short hauls, delivers the structurals to a friction saw stationed at the center shipping bay. The stock is cut in seconds and slid from the rollers on to a temporary storage skid made up with seven parallel inclining rails. Delivery trucks then pick up these orders when available, thus saving waiting time.

Construction of the warehouse shows progressive thinking in de-

sign and foresight of future requirements. The lower walls on three sides are masonry, and the fourth wall is mica-protected siding. The upper walls are stainless steel with translucent fiberglass panels. The fiberglass, also used for the skylights, helps to daylight the interior, thus adding to working efficiency.

The use of the steel siding in the fourth wall simplifies the problem of future expansion. The siding can be knocked out and re-used. An extension then can be added to the building at lower construction costs.

Castle's Franklin Park unit is the hub of the company's nine warehouses. Located 15 miles from Chicago, it is free from the traffic congestion that plagued the old warehouse in Chicago. Completion of the nearby Illinois Toll Road is bound to speed traffic further. •

# TTMA Expands to Form Container Conference

**Alexander elected president during Truck-Trailer Manufacturers Association's 18th Annual Convention.**

**Method adopted for rating refrigerated equipment**

**E**STABLISHMENT of a Container Conference was the highlight of the 18th Annual Convention of the Truck-Trailer Manufacturers Association, held recently in Hollywood, Fla.

TTMA President Harry Eyler set the expansion program in motion as his last official act. At the Directors meeting which followed the conclusion of general membership sessions, newly-elected President C. W. Alexander appointed a committee to draw up a charter.

Fred S. Neumann, vice president, Fruehauf Trailer Co., is chairman of the committee. Members include P. M. Heinmiller, Utility Trailer Co.; George Mercer 3rd, Great Dane Trailers, Inc.; and A. A. Kearney, Brown Trailer Division of Clark Equipment Co.

## Top Attendance

The Florida Convention drew a record attendance of about 400. The members went on record in support of the American Association of State Highway Officials' re-evaluation of recommended size and weight limits.

A TTMA engineering meeting early in the Convention indicated a preference for a vehicle width limit of at least 102 in. plus a tolerance for hardware and clearance lights. A height of 13½ ft. was endorsed while the question of preferable length limit was left open.

The group recorded opposition to any increase in federal taxes on highway users, claiming that users are making contributions to the U.S. Treasury General Fund, which obtains revenue not dedicated to the Highway Trust Fund.

The meter heat sink method was adopted as the "standard method of measuring rate of heat transfer in refrigerated truck-trailers." This method was presented to the Convention by the U.S. Department of Agriculture and the National Bureau of Standards.

The Traffic Committee reported that two amendments to the TTMA Freight Classification Guide have been completed. The first, according to A. L. Rich, committee chairman, places in the Guide's alphabetical index new trade or catalog names for trailer parts, cancels certain old descriptions, and makes changes in classification key numbers. The second includes in the classification key sheet changes that have occurred in classification ratings, bill of lading descriptions, and packing requirements.

## New Code Proposed

TTMA members were told that food, drug, and frozen food interests will sponsor this year in state legislatures a code that will embrace transportation, processing, handling, freezing, and retail display. The code is sponsored by the Association of Food and Drug



**John A. Stephens, recent visitor to Russia, described industrial gains**

Officials and the National Association of Frozen Food Packers.

Harold Johnson, of USDA, said that the proposed code would require that all interior surfaces of vehicles shall be so constructed that they may be cleaned readily and kept so. It would specify that, if a vehicle is used for other purposes, it must be cleaned thoroughly before being used to transport frozen foods.

A report on industry behind the Iron Curtain was presented by John A. Stephens, vice president-industrial relations, United States Steel Corp. Stephens commented that he saw many trucks in operation throughout the Soviet Union. Government statistics show an output of about 500,000 vehicles in 1957.

J. Robert Cooper, president of the American Trucking Associations, Inc., spoke on the future of the motor truck. He discussed the possibility of joint rate and service agreements between railroads and truck lines. "There is no sound reason why any given railroad should not enter into joint rate and service agreements with a regulated common carrier by highway than there is why such a railroad should not enter into similar agreements with other railroads," the ATA official said. "That they do every day. Why not a similar working arrangement with motor car-

*(Please Turn to Page 95)*



## ... About GATT

(Continued from Page 37)

evolution was the concept of economic unity, expressed in the Rome Treaty of 1957. Six Western European nations—West Germany, France, Belgium, Luxemburg, Netherlands, and Italy—were parties to this treaty. There are two compacts under this treaty. One is the European Economic Community and the other is the European Atomic Energy Community, otherwise known as Euratom.

The European Economic Community relates to trade, population and capital movement, farm policy, transport policy, and other subjects. The part of this ambitious plan that has now begun to function is the European Common Market.

The six Western European countries named are determined to weld their economies into a unified whole. In population, they almost equal the U. S. but on a basis of the level of productivity, they still show little more than one-quarter of the productivity level of this country. Through the common market, it is expected that productivity will expand until a huge "domestic" market emerges from what had been six foreign markets.

The plan calls for the reduction of duties on imports from all of the partners. This step was taken on Jan. 1 when a reduction of 10 per cent was effective. The partners have agreed to extend the same lower tariff rates to all of the contracting parties of GATT. At the same time, quotas on imports, i. e. a specific quantitative limitation on the quantity of a given product that may be imported, are being increased.

By means of these cautious, gradual steps, it is hoped that in 12-15 years there will be no tariffs, quotas, or other trade restrictions applying to trade among the six countries.

What about the countries not in the Common Market? In the first place, the plan calls for the adoption of a single level of tariffs applicable on imports from all countries outside of the common

market. This level will be approximately the average of the previously existing tariff rates of the six Western European countries.

### U. K. Concern

While this plan was developing, other European countries naturally became deeply concerned. Chief among these was the United

Kingdom. Because of the commitments of the U. K. to the Commonwealth countries under various treaties, it is impossible for the UK to participate in the European Common Market as presently constituted. Therefore, supported by Norway, Sweden, Denmark, Austria and Switzerland, the U. K. is pushing the idea of a Free Trade Area that would collaborate with the Common Market. These six countries conduct over one fifth of their combined trade with the

(Please Turn Page)



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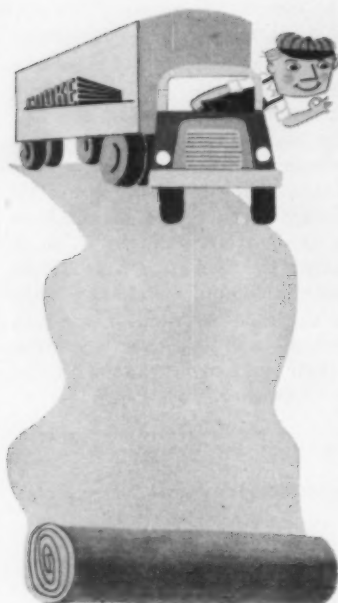
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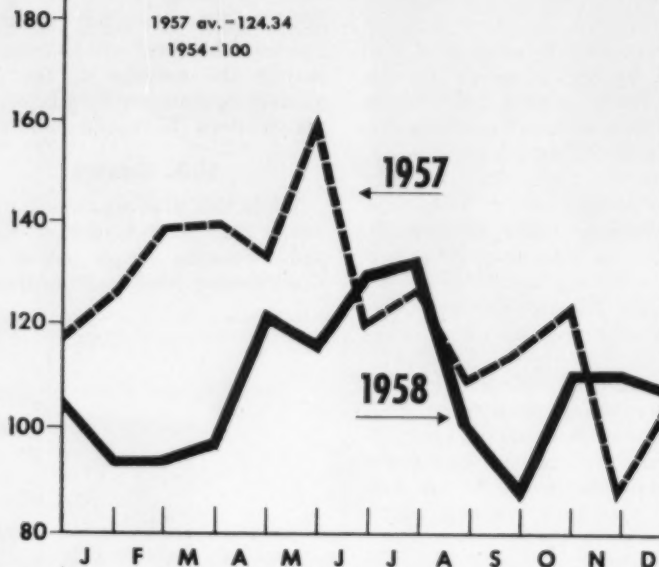
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## MATERIAL HANDLING EQUIPMENT BOOKINGS



Bookings reported by industrial materials handling equipment manufacturers in December show a slight decrease from the sale of this equipment the previous month. This is shown in the Monthly Bookings Index of the Material Handling Institute, Inc.

## ... About GATT

(Continued from Preceding Page)

Common Market countries. For this reason alone they can not afford to stand aloof.

The FTA concept poses many different kinds of problems that so far have defied solution. Nevertheless, there is an urge on the part of the "other" six to do something positive before the Common Market becomes a fully integrated economy around 1970.

What are the implications for the United States? The good implication is the broadening market of the European Common Market and possibly also the FTA. There is no doubt that this area will expand and constitute a greater market for all kinds of goods. While the purpose of the Common Market is to expand trade as among the six countries, there is bound to be an external expansion as well. In this respect, there may be more business for certain lines of American industry. Moreover,

the extension of the Jan. 1 reduction in tariffs to all parties to GATT is encouraging since the United States is a party to GATT. It is not to be expected, however, that future reductions will be extended in this manner.

### Unfavorable

On the unfavorable side is the inevitable preference that will develop within the Common Market and also possibly the FTA. This will not be a preference for sentimental reasons but for economic, i. e. cheaper prices. To ward off this possibility, many American industrial companies are appraising and re-appraising their position in Europe with respect to the Common Market. Many of these are establishing branches or licensing arrangements so that they will be in the market when the final Common Market step is completed in 1970 or so. •

(Resume Reading on Page 38)

### Adjustable Forks



Equipment Manufacturing, Inc., Detroit, Mich., uses a fleet of five Towmotor lift trucks with adjustable forks to expedite materials handling in its receiving, production, and shipping departments. Forks can be converted quickly from normal carrying position to handle steel coils and other open-end loads

### Old Caddies Never Die



This 6700-lb load of pre-war Cadillac is on its way to the scrap pile at the yard of Joseph Smith and Sons, Washington, D. C. Smith uses a Yale and Towne tractor shovel for yard handling

## ... For Correct Rating

(Continued from Page 45)

cluded "Engines, steam or internal combustion, N. O. I. B. N." The government contended that there had been an overpayment for the reason that the exception rating of 35 per cent of first class published on "Automobile parts, viz. engines, internal combustion" should have been applied.

The Court stated, "The constructed should be that meaning which the words used might reasonably carry to the shipper to whom they are addressed, and any ambiguity or reasonable doubt as to their meaning must be resolved against the carriers. But claimed ambiguities or doubts as to the meaning of a rate tariff must have a substantial basis in the light of the ordinary meaning of the words used and not a mere arguable basis."

The articles shipped were held to be included under the broad caption "Agricultural implements and other articles," such engines being considered "other articles." The caption entitled "Automobile parts" is descriptive of what follows and must be read in connection therewith. Thus it is obvious that the internal combustion engines referred to under that caption must be automobile internal combustion engines and not airplane, tank, and boat internal combustion engines.

**RULE VI.** When an article is embraced within two commodity descriptions in the same classification, exception, or commodity tariff, the more specific takes precedence, even though the other would produce lower charges.

For example, on ltl shipments of steel automobile hub cap retaining clips, the carrier's charges were based upon the firstclass rating provided in the national motor freight classification on "Hardware: clips, steel, N. O. I., 17 gauge or thinner." The complainant contended that the shipments should be described as "Iron and steel automobile parts," which are rated second class in the classification.

The ICC stated, "The classification provides a specific description of a rating on 'Clips, steel, N. O. I., 17 gauge or thinner.' It is well settled that as between general descriptions in the classification and specific descriptions therein, the latter are applicable. We conclude that the first-class rating and rates were applicable on the described article."

**RULE VII.** Commodity tariffs must be read in the light of the governing classification. But if an article is clearly embraced within a generic commodity descrip-

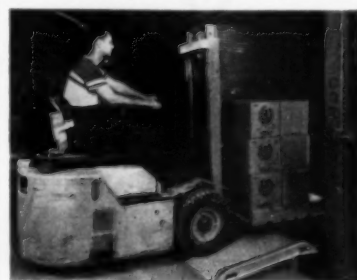
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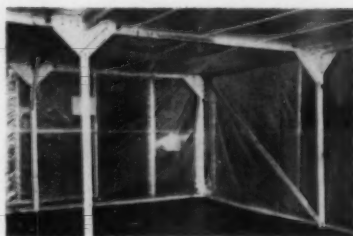
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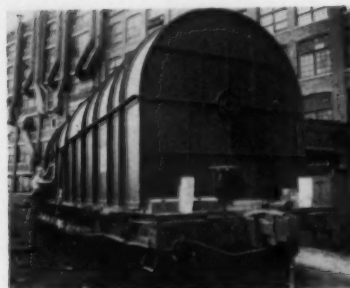
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## Plastic Film Hutments



Hutments made of polyethylene film are making it possible for firms to use dehumidification for long or short term storage of parts, components, or completed assemblies. The Martin Co., Baltimore, Md., aircraft parts manufacturer, uses the hutments shown here for dehumidified storage

## Liquid Blender



Rubber-lined tanks for detergent ingredient blending are shown here before shipment to Sinclair Mfg. Co., Toledo, Ohio. More than 1000-lb of B. F. Goodrich crude rubber were needed for the 3/16-in. lining

## ... For Correct Rating

(Continued from Preceding Page)

nation, and neither the tariff nor governing classification discloses a contrary intention, the commodity rate is applicable even though the classification description is more specific.

Example 1: Park and Tilford Distillers, Inc. v. United Freight Terminal, 46 MCC 735 (1947).

The shipments in question consisted of grain alcohol, in barrels and drums. Grain alcohol was not specifically described in the governing classification. In the index to the classifications, "Alcohol, grain," referred to an item reading "Alcohol, not denatured." Under rule 32 of this classification the ratings shown in connection with the foregoing classification description also applied on grain alcohol.

The applicable exceptions to the governing classification contained a fifth-class column E rating, minimum 20,000 lb, on a number of articles including the following:

Alcohols, viz:

Alcohols, other than Liquors, Alcoholic, other than Fusel Oil.

The complainant contended that this rating was applicable on its shipments because grain alcohol is neither alcoholic liquors nor fusel oil. The carrier's contention

was that grain alcohol was specifically described in the classification; that a specific description in the classification takes precedence over a general description in the exceptions, citing *Indian Refining Co. v. Cleveland, C., C. & St. L. Ry. Co.*, 222 ICC 409.

The ICC held, "The scope of commodity descriptions in exceptions to the classification must be determined in the light of the governing classification. A generic description in the exceptions must be given a broad application, despite a more specific description in the classification, unless the classification indicates that the generic term used should be given a more restricted meaning. The circumstances which the Commission has found to require a narrow or limited interpretation of broad terms, used in exceptions have differed in the various cases. In the case relied on by the defendants (carriers) the Commission, in the light of all the evidence and because the articles there in question were classified under specific descriptions separate and distinct from the generic description, concluded that the exception rating, although phrased in broad general terms, embraced only such of the articles falling within that general description as



were not specifically rated in the classification." (See also 263 ICC 1.)

The situation here differs from that considered in Indian Refining Co. case. There not only were the particular commodities specifically rated in the classification, but those ratings were separate from the rating under the generic description, which also was contained in the classification. Here, grain alcohol was not specifically rated, but was embraced with the generic classification description, "Alcohol, not denatured."

"When, as here, the general description in the classification, either by its own terms or by the listing of specific articles, embraces a particular commodity, and nothing in the classification or exception shows a contrary intent, the use of the same description in the exceptions will be considered as also including that commodity." (Citing 43 MCC 323.)

If the defendant intended to exclude grain alcohol as it did alcoholic liquors and fusel oil, it should have employed appropriate language. The exceptions rating removed the application of the classification rating on the shipments of grain alcohol.

Example 2: Modine Manufacturing Co. v. National Carloading Corp., 66 MCC 44 (1955). The shipments in question consisted of

copper radiator cores. The carrier based his charges on the second-class rating found in the governing classification where radiator cores were separately indexed and were not grouped with any other article. The complainant (Please Turn Page)

#### Palletless Apple Handling



Powered Clark hand trucks equipped with clamps have eliminated damage to crated apples and helped to effect a 60 per cent savings in labor at Millburg Growers Exchange, Millburg, Mich. Two trucks are in service

#### Stacking Crane System



A specially designed stacker crane integrated with a system of Christmas-tree-type steel racks offers a new answer to the problem of handling and storing bar and rod stock. Installed at the new plant of Allen Mfg. Co., Bloomfield, Conn., the system allows maximum space usage. Walter Kidde Constructors, Inc., devised the system

Circle No. 12 on Card, Facing Page 53

## SHIPPERS . . . EXPORT MANAGERS . . . TRAFFIC MEN . . .

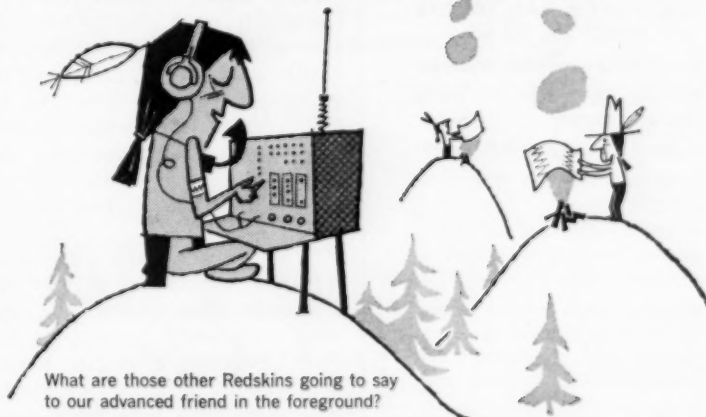


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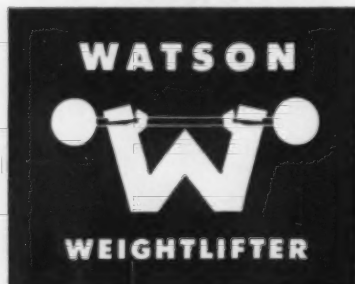
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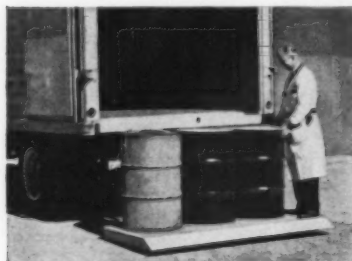
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### New Factory Begun



Fruehauf Trailer Co. has begun construction of its new West Coast factory. To be the largest Fruehauf plant west of the Mississippi, the Ontario, Calif., operation, will concentrate on the production of newly designed highway trailers for commercial use.

### Bulk Terminal



An integrated bulk flour storage tank facility which will act as a terminal shipping point for bulk flour in the Baltimore-Washington area is being constructed for the Process Machinery Div., a subsidiary of Superior Separator Co., Hopkins, Minn. Any milling company will be able to utilize the new Chesapeake Bulk Terminal.

## ... For Correct Rating

(Continued from Preceding Page)

contended that, because the cores were integral parts of internal combustion engines without which such engines could not be operated, the proper charges should have been based on a commodity rate maintained by the carriers on "Engines, internal combustion, N.O.I.B.N. or parts thereof."

The Commission said, "The tariffs publishing the commodity rates are governed by the classification, and to this extent the classification is a part of the commodity tariff. Accordingly, if a commodity tariff description is to take an article out of the classification, such a description must be so specific that there can be no question that the commodity tariff description clearly includes the article separately designated in the classification." (Citing 198 ICC 125.)

"The instant commodity rate tariff did not contain a list of the included articles under the generic commodity description 'Internal combustion engine parts.' However, in its governing classification radiator cores were separately indexed and were not grouped with any other article. Thus, it is clear that radiator cores were not internal combustion engine parts within the meaning of the commodity-rate tariff when the latter is viewed in the light of its governing classification."

In summarizing the cases citing

this principle, three statements can be made. First, if the exception or commodity tariff uses a broad generic commodity description, it covers all commodities found under that generic description in the classification. Second, if the commodity in question is specifically described separately in the classification from the generic commodity description found in the classification and in the commodity tariff, the generic commodity description will not be applicable. Third, if the generic description in the exception or commodity tariff is not worded like any found in the classification, it will cover any commodity that falls within that description even though the commodity may be described differently in the classification.

**RULE VIII. If tariffs publish conflicting provisions, the one producing the lower rate applies.**

A good example of this principle is the following case involving wood-pulp board. Wood-pulp board is rated class A or eighth class in the governing Southern classification. The carrier charged the class A rate of 45 cents, carried in Agent Pope's Tariff ICC No. 646. Contemporaneously, Agent Curlett's Tariff ICC No. A-533 carried an eighth class rate of 32 cents applicable from and to these points. The complainant sought reparation based on the 32 cents

rate. The carrier contended that the rates on paper and paper articles carried in Pope's tariff are commodity rates and, as such, took priority over the class rates named in Curlett's tariff.

The Commission, in deciding that the 45 cent rate was not a commodity rate and therefore the lower rates applied, relied on the following wording in the tariff:

Class rates published in tariff, as amended are cancelled. . . . Classes . . . A named in tariff as amended, will be continued in effect . . . as applicable on . . . wood pulp. . . .

The Commission stated, "Thus, regardless of defendant's intention, their tariff as published continued the rates as class rates, and when two items are provided in different tariffs on the same commodity and there are conflicting rates provided by the different tariffs, the lower of the two rates is the applicable rate."<sup>8</sup> •

(Resume Reading on Page 46)

<sup>1</sup> C&G Radio Supply Co. v. Chicago, R. I. & P. R. Co., 298 ICC 1 (1956). See also Chicago, B. & Q. R. Co. v. U. S. rates noted, 221 Fed. 2d 811 (1955).

<sup>2</sup> U. S. v. Strickland Transp. Co., 204 Fed. 2d 325 (1953), certiorari denied 346 US 856 (1953).

<sup>3</sup> W. P. Fuller & Co. v. Atchison, T. & S. F. Ry. Co., 286 ICC 642 (1952). See also Armour & Co. v. Chicago, M., St. P. & Pac. R. Co., 188 Fed. 2d 603, 610 (1951), cert. denied 342 US 860.

<sup>4</sup> Pure Oil Co. v. Alton & Southern R. Co., 284 ICC 461, 464 (1952).

<sup>5</sup> Motor Power Equipment Co. v. Chicago, B. & Q. R. Co., 283 IC 242 (1951).

<sup>6</sup> 194 Fed. 2d 777 (1952).

<sup>7</sup> Kelsey-Hayes Wheel Co. v. Krome Bros. Freight Lines, 64 MCC 782 (1955). See also U. S. v. Gulf Refining Co., 268 US 542, 546 (1925).

<sup>8</sup> Rosemary Manufacturing Co. v. Erie R. Co., 241 ICC 405 (1940). See also U. S. v. Gulf Refining Co., 268 US 542, 546 (1925). Another important rule recently reaffirmed by the ICC is that the word "and" and the word "or" may be used interchangeably because it is a well-settled rule of statutory construction that the word "and" may be read as "or" in reference to the meaning of the context. Wyeth Co. v. Great N. R. Co., No. 31825, reported in 12 Federal Carriers Cases 34,078 (1957).



"Why, I haven't seen one of those in years."

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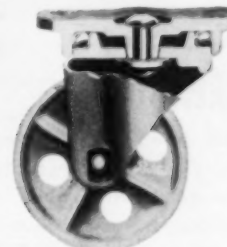


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# Within the



By Leo T. Parker Legal Consultant, Distribution Age

## WAREHOUSING

**When goods stored in a warehouse are damaged by water from a city leak, is the municipality liable?**

A warehouseman wrote, as follows: "Recently a water main broke and flooded the basement of our warehouse. The water caused considerable damage to stored goods, and undermined part of the warehouse building. The water came in fast and we had no chance to save the goods. Please advise whether or not we are liable to the owners of the stored goods, and also whether we can recover damages from the city."

A municipality is liable for damages caused by a break in a water pipe line only if the evidence clearly proves that negligence of properly authorized city or water department officials or employees resulted in the damage.

For illustration, in the leading higher court case of *B, 174 N. E. 686*, the testimony showed that a water main broke and the water damaged considerable private property. However, the court refused to hold that this testimony was sufficient to justify a conclusion of negligence on the part of the city officials. Hence, the city was held not liable for the effected damages.

In another higher court case, *S v. B C, 129 Mass. 318*, there was convincing evidence that water pipes were not laid with reasonable and ordinary care. In view of this testimony the higher court held the city liable for damage to private property caused by a break in the water pipe line.

You, as a warehouseman, are not liable to the owners of the damaged stored goods, because no negligence on your part caused or contributed to the break of the water main. On the other hand, if you could have removed all or a part of the stored goods before the water reached them, and you negligently failed to do so, you would be fully liable to the owners for the damage to their goods.

**If an elevator operator was killed in your warehouse by the vehicle's deficiency, would you be liable?**

Recently a higher court held the owner of a warehouse building liable in \$150,000.00 damages for the death of an elevator operator. In this case the testimony proved that the owner of the building was negligent in failing to keep the elevator in good repair.

See *G v. B, Inc. 135 N. E. (2d) 55*. Here it was shown that an elevator operator was killed when the compensating chain fell through the roof of the cab of the elevator and struck him on his head. The owner of the warehouse building was sued by the wife of the deceased elevator operator.

The higher court held the building owner liable in \$150,000.00 damages for death of the elevator operator, saying:

"The Trial Justice was entirely correct in declining to set aside or reduce the verdict of \$150,000.00 for

the death of the 26-year-old elevator operator, who was a husband and the father of three children."

**In damage suits must testimony about a warehouseman's neglect be proven to be conclusive?**

For illustration, in *L v. W Co., 142 N. E. (2d) 325*, the testimony showed these facts: A truck driver was hauling merchandise for a motor transportation company, when he drove the truck to a warehouse to pick up several bales of wool. While the truck driver was loading the wool he suffered a severe injury. He sued the warehouseman for heavy damages.

The higher court held that the driver could not recover damages from the warehouseman for his injuries, because the testimony failed to prove that the warehouseman's negligence primarily resulted in the injury. The court said:

"Assuming that there may be a real difference between pushing the bale and dropping it, as was done here, we do not believe that the warehouseman should have foreseen the occurrence of an accident which all the evidence indicates was unprecedented."

For comparison, see the case of *S Co., 214 Pac. (2d) 516*.

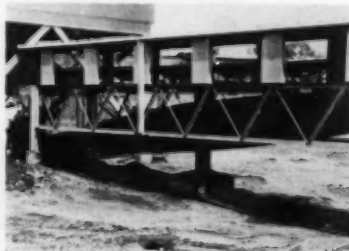
In this case a warehouseman's truck left the highway and ran into a building causing several hundred dollars damage.

The higher court refused to hold the warehouseman liable in damages to the building owner, because the latter failed to prove that the truck driver was negligent when he allowed the truck to run off the highway.

**Can a warehouse company reduce liability from fire with a clause placing insurance need on client?**

For illustration, in the late case of *H v. S's S Co., 305 S. W. (2d) 418*,

## Turnover Belt



The Paradise Mine at Drakesboro, Ky., uses this overland coal handling system developed by B. F. Goodrich Industrial Products Co. The novel turnover principle enables the belt to turn itself over after delivering its load and, again, before accepting a new load. Only the clean side of the belt runs on top of the return idlers. This prevents clogging and damaging build-up of tacky materials



the testimony showed that a warehouse company issued a warehouse receipt to the owner of stored goods.

The receipt contained a clause to the effect that the warehouse company would not be liable for loss or destruction of the stored goods, and that the owner of the goods must carry insurance to cover losses against fire and other causes of losses to the goods.

One night the warehouse burned and all the goods were destroyed. The holder of the warehouse receipt sued the warehouse company for the value of his stored goods.

The warehouse company introduced testimony which proved that the warehouse premises were kept clean; free from accumulations of rubbish, paper and the like; and that smoking was not permitted on the premises. The official of the warehouse company testified that a sprinkler system had not been installed because water damages often exceeded fire damages, and that a night watchman was not employed because he might steal some of the stored goods.

Although the cause of the fire was never determined, the higher court awarded the holder of the receipt a favorable verdict, saying:

"The warehouseman may not avoid liability for his negligence. The provision in the warehouse receipt relieving the warehouseman from liability or the prescribed degree of care is invalid."

## TRANSPORTATION

**When is a common carrier lawfully bound to make notification of any limitation in bills of lading?**

The courts hold that a carrier is liable for full value of damaged, lost or destroyed merchandise, if the testimony proves that the company's agent fails to give a normally inquisitive shipper full and complete information as to his legal rights to pay an increased rate and obtain full protection against damage, loss, or destruction of the merchandise during transportation.

For instance, in *N— v. H—*, 50 S. E. (2d) 831, the testimony showed facts, as follows: A shipper asked a carrier's agent why he did not have to sign something. The agent's reply was, "No, we don't do it that way." Hence, the carrier's agent did not offer the shipper an opportunity to declare the full value of the merchandise, and pay an additional amount for full protection.

The merchandise was lost in transit and the shipper sued the carrier for full value of the merchandise. During the trial the carrier proved that it had on file with the ICC a tariff which states that unless the shipper declares

## MMA Silver Anniversary Meeting



The Monorail Mfrs. Assn. held its Silver Anniversary Meeting in Hot Springs, Va., recently. Member-company executives who attended the gathering are standing (left to right): Paul R. Hatcher, Richards-Wilcox Mfg. Co.; John C. Messer, association secretary; G. E. Seavoy, Whiting Corp.; and Clarence Dykstra, of Jervis B. Webb Co. Seated (left to right) are: W. L. Fry, The Loudon Machinery Co.; J. G. Frischkorn and A. F. Anjeskey, The Cleveland Crane and Engineering Co.; Wilbur Mayer, Loudon Machinery Co.; and C. L. Fell, American Monorail Co.

that the merchandise has a value greater than \$100 and pays the carrier 10 cents for each additional \$100 value, the carrier shall not be liable for more than \$100, although valuable merchandise is lost, stolen, or destroyed.

Nevertheless, the higher court held the carrier liable for the full value of the merchandise on the basis that the inquisitive shipper had expressed a desire to know details, and that the carrier's agent was negligent in failing to tell him that he could have full protection by paying an additional fee or rate.

For comparison, see *L— v. S—*, 175 S. W. (2d) 701. This higher court held the carrier's limitation of liability clause invalid because the carrier's agent failed to give the shipper full information when the shipper asked if he could insure the merchandise being shipped.

**Is an independent contractor-operator of motor trucks solely liable for employe injuries?**

Generally speaking, the answer to this question is in the affirmative, unless the testimony proves that the shipper's own negligence caused the employe's injury. Of course, if the truckman is not a legal independent contractor he may recover compensation from the shipper under the State Workmen's Compensation Act.

For illustration, in *D— v. O— Co.*, 43 So. (2d) 630, it was shown that a person named D— was employed by a shipper to furnish his own motor truck and equipment for hauling merchandise. D— was paid on a contract basis but the duration

of the contract was not definite. In other words, the shipper could dispense with D—'s services at anytime he wanted to do so.

While engaged in these operations D— sustained accidental injuries resulting in his total and permanent disability. In subsequent litigation, questions were presented the higher court, as follows: Was D— an independent contractor? If not can he receive compensation under the State Workmen's Compensation Act?

It is interesting to observe that the higher court held that D— was not an independent contractor, and awarded compensation under State Workmen's Compensation Act. The court said:

"The essential criterion seems to be found in the ability of the employer to terminate the work at will. Any employe cannot deem to be independent when his work can be stopped at the will of the employer, because the power to terminate the employment gives to the employer the power to control the activities of the employe."

Also, see *M— v. T— Co.*, 22 So. (2d) 79. Here the testimony showed that a truck owner, named M—, entered into a written contract with a shipper to transport merchandise. The contract, in considerable detail, set forth the rights of both parties, providing for a date of beginning work and a final time limit for the completion of the work. In other words, the shipper could not discharge M— until the term of the written contract expired, but the shipper had no control over M—. Therefore, the higher court held that M— was an independent contractor.

# Warehouse SPOTLIGHT



## AWA Plans Annual Meeting For April 5-9 in Washington

Members of the American Warehousemen's Association will meet in Washington April 5-9 for their 68th Annual Meeting.

Activities will begin Sunday evening, April 5, with the Association's traditional Welcome Party at the Statler Hilton Hotel. The following day, the Opening General Luncheon will take place and the membership will be addressed by a nationally renowned speaker.

Both the National Association of Refrigerated Warehouses and the AWA-Merchandise Division are planning interesting business programs and committee meetings.

## Warehousemen Aid Charity



Santini Bros., Inc.'s Export Div. packaged and processed the Foster Parents' Plan, Inc.'s quarterly food distribution for overseas. More than 9500 cartons of food were handled for shipment to Germany, Belgium, France, Italy, and Greece

## Men in the Spot

Thomas R. Worrall—elected to the Board, Republic Van Lines, Los Angeles, Calif.

Arthur C. Krus—named national sales representative, United Van Lines.

Thomas Keefe — named regional manager North American Van Lines, Inc., Cleveland; Clyde Jewett — regional manager, Des Moines; and Virgil Gaines—regional manager, Dallas.

Lewis G. Louderback — elected chairman, Philadelphia Div., Mover's Conference of Pennsylvania Motor Truck Assn.

W. C. Elliott — elected president, California Warehousemen's Assn.

Mel Kuit—placed in charge of Eastern Region operations, Republic Van and Storage Co., Los Angeles, Calif.;

Jack Wilson — supervising manager, New York offices.

Ray Wik—assumes charge of Insurance Div., Joseph Woodward—safety director, and Paul Redlich—Claims Div., for Neptune World Wide Moving, New Rochelle, N. Y.

Walter B. McKinney, Jr.—appointed general traffic manager, Merchant's Warehouse Co., Philadelphia.

Homer A. Strauser—named general manager, Crooks Terminal Warehouses, Inc., Chicago.

Maurice Cameron — becomes manager, International Div., Aero Mayflower Transit Co., Inc., Indianapolis, Ind.

## Alford Begins Work on New Texas Refrigerated Warehouse

Work has begun on a million-dollar frozen foods storage and distribution center in Corpus Christi for Alford Refrigerated Warehouses.

Capacity of the new plant will be 1,100,000 cu ft. It will be 240-ft wide and 350-ft long. Ceiling height will be 22-ft. One temperature feature will be a patented jet-blast freezer capable of processing up to 100,000 lb daily.

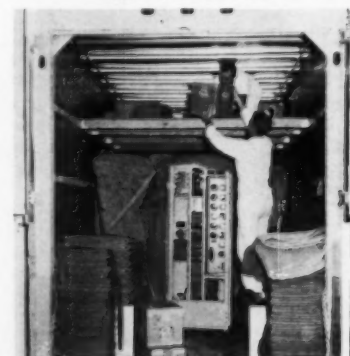
## NAVL Files for More Capital

North American Van Lines has filed with the ICC for \$500,000 in additional working capital.

North American wants the authority to issue an indicated 44,855 shares of no par stock at \$12 per share. The present 500,000 shares are closely held and may be purchased or transferred by NAVL agents, shareholders, drivers, or employees, only.

The application shows an alternative move which would provide for an issue of 41,405 shares at \$13 per share.

## Electronic Van



The first of a fleet of vans which have been designed specifically for the movement of electronic equipment has been placed in service by Global Van Lines, Inc., San Gabriel, Calif. The trailer is 40-ft long and features two doors on one side with a double width door on the other side to accommodate longer cabinets, in addition to the usual rear door

## NYSWA Convention Set for Oct. 4

The next convention set for the New York State Warehousemen's Assn. will be October 4-8 at the Whiteface Inn on Lake Placid, Whiteface, N. Y.

## Mass. WA Elect Payson

Carlton B. Payson was elected president of the Massachusetts Assn. at the organization's Annual Meeting in Boston recently.

Other officers elected were James L. Haskell, vice president; Leslie B. Morash, treasurer; and Harold S. Raybould, secretary. In addition to the four officers, the following were elected to the Executive Committee: Paul L. Amon, C. W. Hebert, and Sherman L. Whipple, Jr.

—DA—

## AVL Volume Up 8.5% for 1958

Mobility of the American people continued unabated through 1958 according to Richard LaBelle, president of Allied Van Lines, Inc.

Addressing 400 representatives of agents of the line at a two-day midwestern conference, La Belle announced that the firm had an increase of 8.5 per cent total revenue during 1958.

Figures for last year by regions showed the largest percentage gains to be on the Pacific Coast as population continues its western flow.

—DA—

## Movers Seminar Held at Kansas

A one-day short course for movers and warehousemen was given at Kansas University recently.

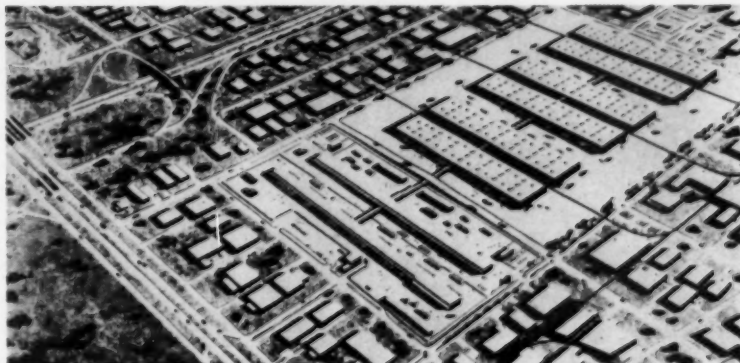
Sponsored by midwestern motor carrier associations, the seminar-type session included an address by W. L. Sneljtes, North American Van Lines, Inc. He told the gathering that the "day of the haphazard jumping in the middle building of a sales organization is past."

—DA—

## Ohio WA Holds Election

Elected to serve the Ohio Warehousemen's Assn. during the 1959-1960 season are Robert A. Brooks, president; A. M. Lounsbury, vice president; Nicholas Link, treasurer; and Frank Prusa, secretary.

## Southwest Distribution Center



In the center of Dallas/Fort Worth, Texas, this \$20,000,000 distribution center is being built in a 5000-acre industrial development by the Great Southwest Corp. Known as the Great Southwest Distribution Center, it consists of a motor freight terminal at the left and a 2,400,000 sq ft warehouse complex at the right

## Warehouse Briefs

A new merchandise warehouse for Lightning Moving and Warehouse Co., Phoenix, Ariz., is being built on an 11-acre site with 50,000 sq ft of space.

Container Transport International, Inc. has opened its new terminal for the handling of cargo shipped via the Port of New York; it is located at Port Newark, N. J.

LaBelle Safety Storage and Moving Co., of Minneapolis, Minn., moved 25,000 pieces of hospital equipment for the Methodist Hospital recently.

A merchandise warehouse has been opened at the Port of Baton Rouge in Louisiana and is operated as a subsidiary of F. H. McGraw and Co., under the name of McGraw Terminal.

Howell Warehouses Ltd., Toronto, Canada, has shifted its main office to 156 Front St., West.

Chelsea Warehouses, Inc., New York, recently prepared a 12-ft steer for overseas shipping on orders from the Ralston Purina Co. It is a two-ton replica of a Hereford steer.

The 41st Annual Convention of the California Moving and Storage Assn. will be held at the Sheraton-Palace Hotel, San Francisco, April 8-11.

The Commissioners of the Port of New York Authority have approved a 16-month lease with the Erie Basin Terminal Warehouse Co., Inc., for public warehousing operations at the Erie Basin-Port Authority Piers.

New members of Atlas Van Lines, Inc., are Dudley Moving and Storage Co., Lincoln, Neb., and Millen Moving and Storage, Sumter, S. C.

Neptune World Wide Moving has extended operations to Washington and Baltimore with a division at South Mile Run Dr., Arlington, Va., it also has a new division at Port Newark, N. J.

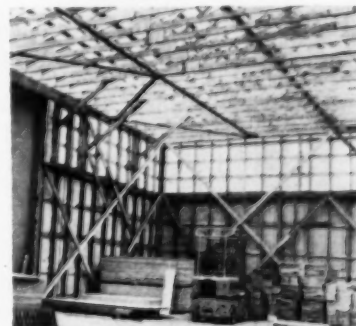
New Aero Mayflower Transit Co., agents are Barstow Transfer and

Storage Co., Ridgecrest, Calif.; Briggs, Inc., Brewer, Me.; and Northern Maine Distributors, Presque Isle, Me.

The eighth Annual Dispatcher's Meeting of North American Van Lines, Inc. was held recently at the firm's headquarters in Fort Wayne, Ind.

The Chapter of the Year Award of the National Defense Transportation Assn. has been presented to North Central Texas Chapter. Forrest Cannon, president of the Central Transfer and Storage Co., Dallas, Texas, accepted the award.

## Fiberglas Daylight Panels



An abundant supply of daylight and attractive appearance are reasons for the increasing use of translucent fiberglas reinforced plastic panels in warehouses for skylighting and sidelighting. Shown here is one of three identical buildings erected by Flynn Lumber Co., Gary, Ind. It incorporates 18,000 sq ft of fiberglas for roofs and total perimeter sidelighting



## AWA Presidents



J. B. Craddock, Jr.  
Merchandise Division



Gilbert J. Stecker  
General President



Philip G. Kuehn  
NARW

## AWA Annual Meeting . . .

(Continued from Page 55)

"It's Here Today"—ideas that can be put to practical use in the public merchandise warehouse. Introduced by A. M. Lownsbury, Edgar's Warehouses, Inc., moderated by A. W. Greene, editor, DISTRIBUTION AGE.

2:00—NARW — Panel Discussion. "Refrigerated Warehousing and Truck Transportation" — Moderator: K. F. Stepleton, Continental Freezers.

3:15—"Meeting Plant Modernization Trends"—Moderator: Ralph Mackenzie, U. S. Cold Storage. Night—Family Party

## Wednesday

Morning—MDSE DIV.—Banking Relations Committee Breakfast.

9:00 to 12:00 — MDSE DIV. — Workshop Seminars. "When the Business Agent Comes to Call" conducted by Edward J. O'Keefe, industrial relations consultant, with members of Employee Relations Committee: John K. Dozier, chairman, Houston Terminal Warehouse & Cold Storage Co.; Joseph Rose, Rose Warehouse Co.; C. F. Lewis, Cincinnati Terminal Warehouses, Inc., and L. D. Galvin, Rocky Mountain Warehouse Corp. "Office Procedures—How Do They Do It?"—Case studies made in public merchandise warehouses, and a review of

warehouse forms and procedures used by Office Procedures Committee members, chaired by James G. Murray, North Denver Transfer & Storage Co., Inc.

9:30—NARW—"What Our Services Really Cost Us" moderated by F. D. Newell, Jr., Minneapolis Cold Storage.

10:30 — NARW — Legislative Session. Moderator: P. G. Kuehn. Congressional leaders who will speak on subjects of taxes and labor will be announced at a later date.

11:55—NARW—Election of Executive Committeemen

2:00—"Report of Year Long Economic Research Study" by Paul Gerhardt, Midwest Research Institute. (This is a closed meeting limited to firms contributing financially to this project. Admission by ticket only.)

2:00—NARW—Workshop Session. (This is being held for the benefit of those firms who will not be attending the closed meeting on Economic Research.)

Afternoon—MDSE DIV.—Special Bonus Seminar. An informal discussion of industry problems of special interest, chaired by Leslie B. Morash, Service Warehouse Co., with James L. Haskell, Merchants Warehouse Co.; Harold M. Willenson, American Warehouse Co., and Harry

F. Pratt, P&V-Atlas Maritime Corp.

## Thursday

9:00 to 12:00 — MDSE DIV. — Workshop Seminars as follows: "Operating Ratios—1958," a review of the industry operating ratios survey conducted by C. B. Taylor, C. B. Taylor & Associates, and John Doggett, American Warehouses, Inc. "Traffic Developments" — D. E. Taylor, Taylor-Edwards Warehouse & Transfer Co. "Legal Problems" — R. C. Schall, St. Paul Terminal Warehouse Co., and C. O. Butler, Lawrence Warehouse Co. "More Profit Through Financing of Goods, and Temperature and Humidity Controlled Space" — Banfield Capron, Equipment Storage Corp., and C. L. Bradley, Griswold & Bateman Warehouse Co.

9:30—NARW—"Uniform Commercial Code—and You!"

10:00 — NARW — "The Effect of Research on the Future of Refrigerated Warehousing" moderated by Walter MacLinn, The Refrigeration Research Foundation.

11:15—NARW—"A Look Ahead at the Refrigeration of Food" by W. T. Pentzer, Chief Biological Services Branch, Marketing Div., U. S. Department of Agriculture.

Afternoon—MDSE DIV.—Workshop Seminars continued. "Warehouse Automation in the Army" by Irving M. Weitzler, Quartermaster Research and Engineering Command, U. S. Army. "The Warehouseman and Hot Cargo" by William Barton, Labor Relations and Legal Dept., Chamber of Commerce of the United States.

2:00—NARW—A panel of Committee Chairmen will respond to questions from members.

2:30 — NARW — "Should Public Refrigerated Warehousemen Distribute Frozen Foods?" moderated by W. B. Haggerty, Tampa Cold Storage & Warehouse.

Afternoon—MDSE DIV.—Closing Business Session

Night—AWA MDSE DIV. & NARW—Annual Dinner

(Resume Reading on Page 56)



# Warehouse Directory

Listed below are the more than 300 public warehouses whose services are advertised in this issue of DISTRIBUTION AGE. The listing is alphabetical by city and state. Included are general merchandise warehouses, refrigerated warehouses, and household goods warehouses. Also listed are certain warehouse sales organizations.

Additional information on the services and facilities of particular warehouses shown in the listing can be obtained by turning to the advertisements on the following pages. The advertisements appear in the same geographical, alphabetical sequence as the listings below. Still more information can be had by writing directly to the warehouse.

## ALABAMA

Birmingham  
Doc's Tfr. & Warehouse, Inc.  
Harris Warehouse Co.  
Strickland Tfr. & Whse. Co.  
Dothan  
Security Bonded Whse.

## ARIZONA

Phoenix  
B-Z-Bee Transp'n. & Whse. Co.  
Lightning Mvg. & Whse.

## CALIFORNIA

Los Angeles  
Bekins Warehousing Corp.  
Davies Warehouse Co.  
Overland Term. Warehouse Co.  
Pacific Coast Terminal Whse. Co.  
Pacific Commercial Whse., Inc.  
Star Truck & Whse. Co.  
Union Terminal Warehouse  
Oakland  
Howard Terminal  
San Diego  
Lyon Van & Storage Co.  
San Francisco  
San Francisco Whse. Co.

## COLORADO

Colorado Springs  
Welcker Tfr. & Stge. Co.  
Denver  
Larsen Tfr. & Stge. Co.  
North Denver Tfr. & Stge.  
Welcker Tfr. & Stge. Co.  
Pueblo  
Burch Whse. & Tfr. Co., Inc.  
Welcker Tfr. & Stge. Co.

## CONNECTICUT

Danbury  
Shepard's Warehouse  
Hartford  
George E. Dewey & Co.  
Hartford Despatch & Whse. Co., Inc.  
New Haven  
Atlantic Bonded Whse. Corp.  
Smedley Company  
Stamford  
Schaefer, Inc.

## DELAWARE

Dover  
Delmarva Whses., Inc.

## DISTRICT OF COLUMBIA

Washington  
Commercial Storage Co.  
Davidson Tfr. & Storage Co.  
Kane Warehouse Company  
Terminal Stge. Co. of Wash.

## FLORIDA

Jacksonville  
Jacksonville Warehouse Co.  
Laney & Duke Stge. Whse. Co., Inc.  
M & M Term'l. Whse. Company  
Peninsular Whse. Company  
Union Terminal Whse. Co.  
Miami  
Colonial Warehouse, Inc.  
International Bonded Whse. Corp.  
Santini Bros., Inc.

## GEORGIA

Atlanta  
American Bonded Whse.  
Coweta Bonded Warehouse  
Savannah  
Savannah Bonded Whse. & Tfr. Co.

## HAWAII

Honolulu  
City Transfer Co., Ltd.  
H C & D Mvg. & Stge.

## ILLINOIS

Cairo  
Hudson Warehouses  
Chicago  
Affiliated Whse. Companies  
American Chain of Whses., Inc.  
Anchor Storage Co.  
Associated Warehouses, Inc.  
Crooks Terminal Whses., Inc.  
Currier-Lee Whses., Inc.  
Equipment Storage Corp.  
Griswold & Bateman Whse. Co.  
Grove Storage Co., Inc.  
Joyce Bros. Stge. & Van Co.  
Majestic Whses., Inc.  
Midland Warehouses, Inc.  
North Pier Terminal  
Packers Term'l. & Whse. Corp.  
Producers Warehouse Co.  
Riverside Warehouse  
Soo Terminal Whse.  
Sykes Terminal Whse. Co.  
Thomson Terminals, Inc.  
Wakem & McLaughlin, Inc.  
Western Warehousing Co.  
East St. Louis  
McMahon Transfer & Whse. Co.  
Mid-America Term'l. Whse., Inc.  
Mississippi Avenue Whse.  
Joliet  
Joliet Whse. & Tfr. Co.  
Transit Whse. & Dist. Co.  
Kankakee  
Belt Route Whse. & Stge. Co.  
Peoria  
United Facilities, Inc.  
Vandalia  
Vandalia Whse. Corp.

## INDIANA

Elkhart  
Schult General Warehouse  
Evansville  
Beeler Warehouse Corp.  
Ingle Street Whse. Co.  
Mead Johnson Terminal Corp.  
Terminal Whse., Inc.  
Fort Wayne  
Fort Wayne Storage Co., Inc.  
Pettit Whses., Inc.  
Hammond  
Great Lakes Whse. Corp.  
Illiana Storage Co., Inc.  
Nowak Warehouses, Inc.  
Indianapolis  
Indiana Term'l & Refrig. Co.  
Indianapolis Whse. & Stge. Co., Inc.  
Merchandise Whse. Co., Inc.  
Strohm Whse. & Cartage Co.  
Muncie  
Oren-Shirley Whses.

## IOWA

Cedar Rapids  
American Tfr. & Stge. Co.  
Cedar Rapids Tfr. & Stge. Co.  
Davenport  
Roederer Transfer & Storage Co.  
Dubuque  
Dubuque Stge. & Tfr. Co.

## KANSAS

Kansas City  
G-K Warehouses, Inc.  
Wichita  
Brokers Office & Whse. Co.  
Merchants Van & Stge. Co.  
Service Transfer, Inc.  
United Warehouse Company  
Yellow Van Moving & Stge. Co.

## KENTUCKY

Louisville  
Louisville Public Whse. Co.  
Mid-Land Warehouse Co., Inc.  
Winchester  
Winn Avenue Whses., Inc.

## LOUISIANA

New Orleans  
H. G. Bauer Mvg. & Stge.  
Commercial Term'l Whse., Inc.  
Gulf Shiplide Storage Corp.  
Hayes Drayage & Storage, Inc.  
Jackson Warehouses, Inc.  
Maloney Tking. & Storage, Inc.  
Standard Warehouse Co., Inc.  
Shreveport  
Herrin Tfr. & Whse. Co., Inc.

## MAINE

Bangor  
Galt Block Warehouse Co.

## MARYLAND

Baltimore  
Camden Warehouses  
Davidson Transfer & Stge. Co.  
Rowley Whsing. & Distributing, Inc.  
Western Maryland Whse. Co.

## MASSACHUSETTS

Boston  
Charles River Stores operated by Merchants Whse. Co.  
Commodity Warehouse Corp.  
Hoosac Storage & Whse. Co.  
National Dock & Stge. Whse. Co.  
Standard Storage Co.  
Wiggin Terminals, Inc.  
Lowell  
Curran-Morton of Lowell, Inc.

Springfield  
Pioneer Valley Refrig. Whse., Inc.

## MICHIGAN

Detroit  
Central Detroit Whse. Co.  
Detroit Harbor Term'l, Inc.  
Edgar's Warehouses, Inc.  
Fleetwing Terminal Corp.  
Grand Trunk Whse. & C. S. Co.  
John F. Ivory Storage Co., Inc.  
Jefferson Terminal Whse.  
Lake Shore Warehouse, Inc.  
United States Cold Stge. Corp.  
Saginaw  
Central Warehouse Co.

## MINNESOTA

Minneapolis  
Minneapolis Terminal Whse. Co.  
Security Warehouse Co.  
St. Paul  
Central Warehouse Co.  
St. Paul Term'l Whse. Co.

## MISSOURI

Joplin  
Sunflower Tfr. & Stge. Co.  
Kansas City  
Adams Tfr. & Storage Co.  
Central Storage Co.  
Crooks Terminal Whses., Inc.  
Evans Whse. Service  
G-K Whses., Inc.  
Jacobs Warehouse Co., Inc.  
Kansas City Term'l. Whse. Co.  
Midwest Terminal Whse. Co.

St. Louis  
Keystone Warehousing Co.  
S. N. Long Warehouse  
Madison St. Term'l. Whse. Corp.  
Rutger St. Whse., Inc.  
St. Louis Terminal Whse. Co.  
Tyler Whse. & Cold Stge. Co.  
Warehousing Corp. of Mo., Inc.

Springfield  
General Warehouse Corp.

## NEBRASKA

Lincoln  
Sullivan Tfr. & Stge. Co.  
Omaha  
Ford Stge. & Mvg. Co.  
Gordon Stge. Whses., Inc.  
Omaha Central Whse. Co.

## NEW HAMPSHIRE

Manchester  
McLane & Taylor Corp.

## NEW JERSEY

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Atlantic Moving & Storage Co.  
Bayonne  
Lehigh Tank Terminal

Camden  
Camden Marine Terminals  
Evenson & Levering

Elizabeth  
Wheeling Transportation, Inc.

Jersey City  
Cooke Warehouse Corp., J. Leo  
Lackawanna Whse. Co., Inc.  
Wheeling Transportation, Inc.

Newark  
Federal Stge. Whses.  
Lehigh Whse. & Trans. Co.

Port Newark  
Lehigh Term. & Whse. Co.  
Wheeling Transportation, Inc.

Trenton  
Anchor Warehouse Co.  
Delaware Valley Whse. Co.

## NEW YORK

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Empire State Whses. Co.

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American Household Stge. Co.  
Buffalo Merchandise Whses., Inc.  
Keystone Warehouse Co.

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Lederer Terminals  
Wilson Warehouse, Inc.

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Pinter Warehouse, Inc.  
Dunkirk  
Tidewater-Cleveland Stge.  
Corp.

Horseheads  
Lehigh-Horseheads Whse.  
Corp.

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Associated Warehouses, Inc.  
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Chelsea Fireproof Stge. Whse.  
Santini Brothers, Inc.  
West Side Warehouses, Inc.  
Richmond Hill, L. I.  
Kew Gardens Stge. Whse., Inc.

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Geo. M. Clancy Carting Co.,  
Inc.

Syracuse  
Great Northern Whse., Inc.  
King Storage Whse., Inc.  
Paul-Jeffrey Company  
White Plains  
J. H. Evans & Sons, Inc.

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Dixie Cartage & Whsing. Co.  
Raleigh  
Carolina Stge. & Dist. Co.  
Raleigh Bonded Whse., Inc.

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Union Storage & Tfr. Co.

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Cincinnati  
Cincinnati Term. Whse., Inc.  
Cleveland  
Assembly Distribution Service,  
Inc.

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Lederer Terminals  
National Terminals Corp.  
Railway Warehouses

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Central Ohio Warehouse Co.  
Columbus Term. Whse. Co.  
Merchandise Whse. Co.  
Neilston Storage Co.  
Ohio Warehouses, Inc.

Dayton  
Dayton Warehouses, Inc.  
Lewis & Michael, Inc.  
Union Storage Co.

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Great Lakes Term. Whse. Co.  
Merchants & Mfrs. Whse. Co.  
Toledo Terminal Whse., Inc.  
Youngstown  
Lederer Terminals

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O. K. Tfr. & Stge. Co.  
Tulsa  
General Warehouse Corp.

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Oregon Transfer Co.  
Rapid Transfer & Stge. Co.  
Rudie Wilhelm Whse. Co.

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Butler  
Nicholas Tfr. & Stge. Co.

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Erie Warehouse Co.  
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Central Storage & Transfer Co.  
Harrisburg Storage Co.  
Harrisburg Warehouse Div.  
Western Whsing. Co.

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Lancaster Storage Co.  
Philadelphia  
Commercial Warehousing Co.

Merchants Whse. Co.  
Pennsylvania Whsing. & Safe  
Deposit Co.  
Terminal Warehouse Co.  
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Beacon Warehouse, Inc.  
White Terminal Co.  
Scranton  
Mifflin Warehouse Co.  
Quackenbush Warehouse Co.

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Charleston Whse. & Fwdg.  
Corp.

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Carolina Bonded Stge. Co.

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Cherokee Whse., Inc.

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Mayer Whse. & Term., Inc.  
Midwest Terminal Whse. Co.  
Poston Warehouses, Inc.  
Vaiden Warehouse

Nashville  
Bond, Chadwell Co.  
Central Van & Stge. Co.

**TEXAS**  
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Dallas Transfer & Term. Whse.  
Co.  
Interstate-Trinity Whse. Co.  
El Paso  
El Paso Term. Whse., Inc.  
Western Warehouses  
Fort Worth  
Binyon O'Keefe Stge. Co.  
Johnson Stge. & Van Co.  
United States Cold Stge. Corp.

Houston  
American Warehouses, Inc.  
Houston Central Whse. & C.S.  
Co.  
Houston Term. Whse. & C.S.  
Co.  
Houston Warehouse Service,  
Inc.

Patrick Tfr. & Stge. Co.  
T.P.C. Stge. & Tfr. Co., Inc.  
Texas Service Whse. Co.  
Union Transfer & Stge. Co.  
Universal Term. Whse. Co.  
Wald Term. Whse. Co., Inc.

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Noyce Transfer Co.  
Redman Van & Storage Co.

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Southgate Storage Co., Inc.

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Co., Inc.

Spokane  
Riverside Warehouse, Inc.  
Taylor-Edwards Whse. & Tfr.  
Co., Inc.

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Guaranty Storage Co.  
Huntington  
Service Warehouse Corp.

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Leicht Tfr. & Stge. Co.  
Madison  
Hansen Stge. of Madison, Inc.  
Milwaukee  
American Warehouse Co.  
Hansen Storage Co.  
National Warehouse Corp.  
Terminal Storage Co.

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Howell Warehouses Ltd.  
Terminal Warehouses Ltd.  
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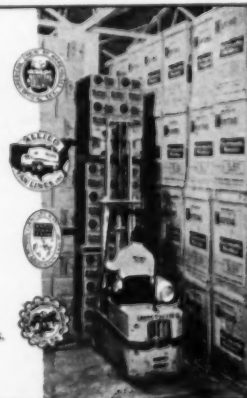
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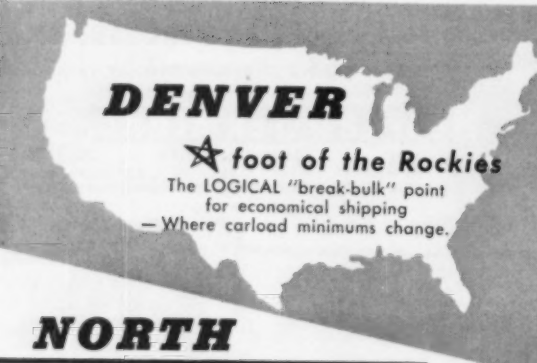
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Kansas Ave. and Railroad St., Kansas City 5, Kansas  
Represented by Affiliated Warehouse Companies

and Firms are Arranged Alphabetically

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### Brokers Office & Warehouse Co. A Modern Distribution and Warehouse Service

149 North Rock Island Ave., Wichita 2  
B. W. BILLINGSLEY, JR., Manager  
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## WICHITA, KANSAS

### MERCHANTS Van & Storage Company



619 E. William St., Wichita 2, Kansas  
Household Goods & Merchandise  
Storage, Free Switching—Sprinkler  
System  
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New Fireproof Brick Warehouse—A.D.T. Protected. Commercial  
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Goods. Santa Fe Siding.

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SINCE 1915

### UNITED WAREHOUSE CO.

811 E. Waterman & 144 So. Mosley, Wichita, Kana.

Merchandise Storage—Pool Car Distribution

In our NEW one-story, dock high, brick warehouse,  
THE FINEST IN THE MID-WEST. Low Insurance Rates.  
Private sidings on Frisco & S.F. Reciprocal switching.

Member of A.W.A.—Wichita W & T A



### WICHITA YELLOW VAN MOVING & STORAGE CO.

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Over 140,000 sq. ft. Merchandising Stor-  
age. Office space and telephone answer-  
ing service available. Low insurance  
rates. A.D.T. Fire and Burglary Protection.  
Kansas' largest Govt. Crating Contractors.  
Private siding C.R.I.&P., A.T.&S.F., Frisco.



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### AND STOP YOUR WAREHOUSE WORRIES!

In every respect, with our  
340,000 sq. ft. in ten one  
level warehouses, we're the largest in the Louisville  
area. But, in addition to the best physical facilities  
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staff performs with unequalled speed and efficiency  
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Louisville's Newest and Most Modern Warehouse

- 140,000 Sq. feet (1 Floor Plan)
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- Sprinkler Protection
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## WINCHESTER, KY.

Telephone: Pioneer 4-5282

### Winn Avenue Warehouses, Inc.

148 Winn Ave., P. O. Box 151, Winchester, Ky.

#### MERCHANDISE STORAGE

170,000 sq. ft., Sprinklered. Automatic Fire Alarm. Unlimited  
floor load. Private siding C.&O. RR.—15 Car Capacity—40,000  
sq. ft. of open yard storage.

## Over-River . . .

(Continued from Page 47)

The individual parts in this set are also of varying designs. Part 1 is a straight bill of lading. On it, the areas used on the invoice for pricing are given over to bill of lading instructions. Certain internal information typed on the form is obscured by a block of reverse type bearing the legal terminology required on such a form.

At the bottom of this form is a ruled space for entry by the warehouse of package descriptions.

Part 2 of the warehouse copy is a shipping order, and on it the entire listing of items is blocked off; Part 3 is a memorandum copy; Part 4 is a packing slip;

and Part 5 a warehouse withdrawal copy. The parts of this set also are held together with staples, with interleaved carbons intact.

When the warehouseman draws the goods, he enters the actual quantity shipped and the summary of packages and descriptions. He then sends Part 1 to the sales office, 2 (the shipping copy) to the carrier, keeps 3 (the memo copy), and places the packing slip, 4, in the package; 5 is for the warehouse withdrawal file.

When the sales office receives the bill of lading, the clerk uses it to pull the matching set of invoice copies. She audits them, writes up any back orders that might be required, then gives Parts 1, 2, and 3 to billing.

The billing department sends Part 1 to the customer, retains 2

and sends 3 (extended) to the sales department, where it is placed in an alphabetical file with the original documents.

The cost of maintaining a teletype hookup is insignificant, so that even when the line stands idle for fairly long periods, the per-unit cost still is small.

In essence, what the system has given Lou Johnson is the equivalent of a nine-part form filled out at a single writing. If there were no teletype and all facilities were to be centralized at a single location, it still would be ideal.

In effect, then, through two sets of form and a teletype linkage, Lou Johnson has brought his warehouse back across the river and set it right next to his sales office. ●

(Resume Reading on Page 48)



# NEW ORLEANS, LA.

Established 1923



## H. G. BAUER

1111 Barracks St.  
New Orleans 16, La.

Household Goods Storage  
Local & Long Distance Moving  
EXPORT CRATING & SHIPPING



Agents  
UNITED VAN LINES INC.  
Moving With Care "Everywhere"

PACKING — SHIPPING — MODERN EQUIPMENT  
Phone JACkson 2-1388 Teletype TWX 44 Cablegram BAUERSTOR

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E. B. FONTAINE, JR., Pres.  
W. E. FONTAINE, Sec.  
R. A. CARUSO, Treas.

## COMMERCIAL TERMINAL WAREHOUSE, INC.

INCORPORATED  
Established 1910

A dependable agency for the  
storage and distribution of  
merchandise and manufactured  
products.

Member of



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28 YEARS YOUNG!



## GULF SHIPSIDE STORAGE CORPORATION

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- ✓—STATE LICENSED—U. S. CUSTOMS BONDED SPACE
- ✓—COTTON COMPRESSION AND STORAGE
- ✓—LOCAL DELIVERY SERVICE

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PHONE: JACKSON 2-7654

Represented Nationally by DISTRIBUTION SERVICE, INC.

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New Orleans Merchandise Warehousemen's Ass'n

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Safe-Convenient-Efficient

A complete Shipping & Warehousing Service  
Full Insurance Coverage—7¢ Per \$100 Per Yr.

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STORAGE FOR MERCHANDISE AND FURNITURE. STORAGE-IN-TRANSIT ON CANNED GOODS, PAPER, BEANS, ETC. DIRECT RAIL CONNECTIONS WITH ALL ROADS  
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Operating Terminal Warehouse on Tracks of

The Baltimore & Ohio Railroad Co.

A. D. T. Private Watchman, Sprinkler

Storage—Distribution—Forwarding

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POOL CAR DISTRIBUTION

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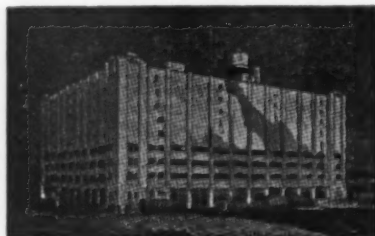
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200,000 sq ft of floor space. Modern building, completely sprinklered and fully protected by A.D.T. Excellent location. Mechanized for fast handling. Prompt reply to all inquiries.

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Established 1888

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Fireproof Warehouses—Motor van service.  
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Complete Bonded Service with Extensive Facilities  
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STORAGE AND DISTRIBUTION  
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AMPLE COVERED TRUCK DOCKS  
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ALL FACILITIES FOR  
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*Space with Service*  
*-you'll find it at Long Warehouse*

IN THE HEART OF THE  
STRATEGIC, BOOMING MIDWEST

USE  
**LONG SERVICE**  
*from shipper to market*

• Long-time employees • Long-time accounts  
• Long-time know-how  
• It all adds up to...  
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UNDER CONTINUOUS AND IDENTICAL OPERATION

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- Member—A.W.A.
- Burglar & Sprinkler protection
- "Compare Service—Cost and Facilities"

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A.D.T. Burglar & Sprinkler Alarms  
200,000 Sq. Feet of Space  
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Track Connections with All  
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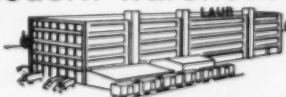
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**MERCHANDISE STORAGE AND DISTRIBUTION**

Private Siding NYC and Big Four 14 Car Capacity  
Pool Car Distribution A.D.T. Service  
Centrally Located Modern Facilities  
Members: A.C.W.—O.A.W.—A.W.A.

**COLUMBUS, OHIO**

**The NEILSTON STORAGE CO.**

260 East Naghten Street, Columbus 15

Modern warehouse for merchandise—Low insurance  
—Central Location in jobbing district—Private railroad siding—Pool cars distributed.

Member of O.W.A.

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TXW-CL 178

New Bldg., 200,000 sq. ft., Reciprocal Switching

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P.O. BOX 5324, COLUMBUS 19, OHIO

Represented by Affiliated Warehouse Companies, Chicago and New York



## MERCHANDISE WAREHOUSING ... POOL CAR DISTRIBUTION IN DAYTON AREA

135,000 square feet of sprinklered space A. D. T. protected  
• 10 car private rail sidings, free switching to all railroads  
• Ample truck docks • City Deliveries • Transit storage •  
Modern mechanized equipment • Every shipment photo-  
graphed • Prompt reports • Leased space available.

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Represented By  
**Associated Warehouse Companies**  
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ST 3-5190 MU 2-9727



**DW**  
**DAYTON WAREHOUSES, INC.**

101 Bainbridge St.  
Dayton 2, Ohio

**DAYTON,  
OHIO**

**LEWIS and MICHAEL Inc.**

**Baldwin  
6-1681**

100 Gale Street  
Dayton 8, Ohio

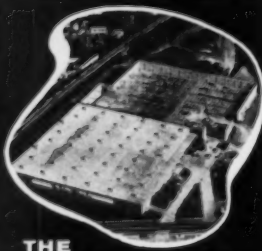
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**merchandise  
storage and distribution**

- B&O, Penna and NYC sidings
- Modern handling
- Local cartage service
- Pool car distribution
- Storage in transit

**DAYTON'S  
OLDEST  
NEWEST  
BIGGEST  
BEST  
WAREHOUSE**

MEMBER AMERICAN WAREHOUSEMEN'S ASSOCIATION



**THE UNION STORAGE  
COMPANY**

10 S. CONOVER ST.  
BALDWIN 6-1871  
REPRESENTED BY  
DISTRIBUTION SERVICE, INC.

**TOLEDO, OHIO**

LARGEST MODERN PUBLIC GENERAL MERCHANDISE  
AND COLD STORAGE WAREHOUSE IN TOLEDO AND  
NORTHWESTERN OHIO. CAPACITY 4,500,000 CU. FT.  
FOUR PRIVATE SIDINGS—NYC AND B&O RR's.  
COMPLETE WAREHOUSING SERVICE.

**GREAT LAKES TERMINAL  
WAREHOUSE CO.**  
321-359 MORRIS ST. TOLEDO 4, OHIO

**TOLEDO, OHIO**

Teletype No. TO 749

Member of AWA

**MERCHANTS AND MANUFACTURERS WAREHOUSE CO.**

Office and Main Warehouse: 15-29 So. Ontario St., Toledo 3  
CENTER OF JOBBING DISTRICT



Sprinklered Buildings—100,000 square feet Dry Storage—  
70,000 cubic feet Cool Storage—Private Siding—Nickel Plate  
Road. Free Switching. Merchandise Storage—Pool Car Dis-  
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Low Insurance Rate—City Delivery System.

For Shippers' Convenience, States, Cities

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"QUICK SHIPPERS"

**TOLEDO TERMINAL WAREHOUSE, INC.**

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Merchandise storage • Pool car distribution •  
Fireproof • Private siding Nickel Plate Road  
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Transit storage arrangements • Motor truck  
service • Located in Jobbing district.  
Member of O.W.A.—Toledo C. of C.



**YOUNGSTOWN, OHIO**

Private Sidings  
Erie and P.&L.E.

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TERMINALS**



... HAVE SOMETHING IN STORE for you ...  
West Commerce St.—North to Belmont Aves., Youngstown 3, O.

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**TAX FREE**

**TRANSIT STORAGE**

**GENERAL WAREHOUSE CORP.**

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RALPH HUGHES, Mgr.

**OKLAHOMA CITY, OKLA.**

Established 1889

**O. K. TRANSFER & STORAGE CO.**



GENERAL WAREHOUSING AND DISTRIBUTION

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**TAX FREE**

**TRANSIT STORAGE**

**GENERAL WAREHOUSE CORP.**

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... Since 1864  
**EXPERIENCED SHIPPERS  
USE HOLMAN**

WAREHOUSING • DISTRIBUTION • TRUCKING  
48 S. E. HAWTHORNE BLVD.



**IN PORTLAND • GET THE JOB DONE RIGHT WITH...**

**OREGON  
TRANSFER CO.**

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• DISTRIBUTION

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Distribution Service, Inc.

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DISTRIBUTION • STORAGE • LOCAL DRAYAGE



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Associated Warehousemen, Inc. American Warehousemen's  
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and Firms are Arranged Alphabetically

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IT'S...

**Rudie  
Wilhelm**

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Capitol 7-0561

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Complete Merchandise Storage and  
Pool Car Distribution

Truck Service—P.U.C. and I.C.C. Certificates  
Private Siding—L.V.R.R.

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C. W. NICHOLAS, Pres. Est. 1902

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Merchandise and Household Goods

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Packing and Crating  
Free Switching

2 Warehouses 41,000 sq. ft.

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POOL CAR DISTRIBUTION  
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AND  
STORAGE

OFFERS ERIE'S LARGEST AND MOST MODERN  
STORAGE AND WAREHOUSE FACILITIES

DOORS ACCOMMODATE RAILROAD CARS, TRUCKS

• TRANSPORTATION • POOL CAR DISTRIBUTION  
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12-car siding, PRR.

40,000  
sq. ft.

**MODERN WAREHOUSE FACILITY**

Efficient freight handling equipment.

**EXPEDITIOUS DISTRIBUTION**



throughout Eastern Pennsylvania -  
serving Pool Car and Pool Truck  
Shippers. 75 vehicles. 10,000 sq. ft.  
terminal dock. Additional terminals  
in York and Lancaster, Pa.

**Central**  
Pyramid of Service

**STORAGE & TRANSFER CO.**

OF HARRISBURG

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P.O. Box 282, Harrisburg, Pa. • Phone CEdar 4-1118

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INC. 1902

**HARRISBURG STORAGE CO.**

120,000 SQ. FT.—SPRINKLERED—LOW INSURANCE  
POOL CAR AND POOL TRUCK DISTRIBUTION  
STORAGE-IN-TRANSIT

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A "Natural" Center for Distribution  
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WESTERN WAREHOUSING CO.

**HARRISBURG WAREHOUSE DIV.**

GENERAL MERCHANDISE STORAGE  
POOL CARS DISTRIBUTED  
BRICK BUILDING—LOW INSURANCE  
STORE DOOR DELIVERY ARRANGED FOR  
PENNA. R. R. SIDING  
OPERATING KEYSTONE WAREHOUSE

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**LANCASTER STORAGE CO.**

342 N. Queen St.

Merchandise and Household Goods Storage

Crating—Domestic and Export, Carload Distribution  
Local, Long Distance Moving

PHILADELPHIA, PA.

Member of A.W.A.—P.W.A.

**COMMERCIAL WAREHOUSING CO.**

Meadow and Wolf Sts.

Philadelphia 48

DEwey 4-8000

Complete Storage and Distribution Service

Private Siding

• Pool Car Distribution

Low Insurance Rates

## Here's how storage at **MERCHANTS** builds your sales

Store your packaged merchandise at one of the 9 Philadelphia Merchants Warehouses and your profits will increase! Why? Because, due to the wide diversification of items we handle, pickups are made almost daily by distributors and over-the-road trucks. Result: faster turnover. Generous dock space, mechanized handling, and over 1,300,000 square feet of floor space assure you speed and efficiency. Other Merchants advantages: low insurance rates, modest rentals, direct connections with the Pennsylvania, Reading and B&O Railroads.

## MERCHANTS WAREHOUSE COMPANY

10 Chestnut Street • Philadelphia 6, Pa.  
WAInut 5-8070

For 72 years—  
Responsibility, Efficiency, Experience



## TERMINAL WAREHOUSE CO.

81 Fairmount Ave. Phone Market 7-0160 Phila. 23, Pa.  
Storage—Hauling—Pool Car Distribution—U. S. Customs Bonded—

Storage in Transit—Reading & PRR Sidings

Philadelphia's finest since 1904

Member American Warehousemen's Assn.—Distribution Service, Inc.



**Public  
warehousing is  
profitable in**

## PHILADELPHIA

Yes, we can prove to you that distribution through "Pennsylvania" is more flexible, efficient and economical than branch facilities. Here are 22 big, modern warehouses—strategically located to serve this key marketing area. Over 1,000,000 sq. ft. of free and bonded storage space; low insurance rates.

Workmen are careful and competent. Modern mechanized equipment moves the most difficult commodities safely and swiftly. Exceptional rail and highway facilities. One- to 10-ton trucks for fast store-door delivery. Write us today for full information about the money-saving advantages "Pennsylvania" offers you in Philadelphia.

**REPRESENTATIVES:**

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Henry H. Becker, 53 W. Jackson Blvd., Chicago 4

**PENNSYLVANIA**  
WAREHOUSING & SAFE DEPOSIT CO.

303 Chestnut Street • Philadelphia 6, Pa. • Tel. LOmbard 3-3893

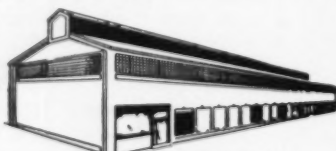


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*For Personalized Warehousing*  
**IN PITTSBURGH**  
CENTRALLY LOCATED

**General Merchandise  
Storage**

Distribution  
Daily cartage within 75  
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Pool car distributors  
PRR 7 car siding  
150,000 sq ft. One floor



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EXPRESS 1-3420

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**In the heart of Pittsburgh's  
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**STORAGE IN TRANSIT**  
B. & O. and P.R.R. SIDINGS  
**COMPLETE TRUCKING FACILITIES**  
**A.D.T. PROTECTION**

**WHITE** Terminal Company  
2525 Railroad Street

Also Operators of  
**WHITE MOTOR EXPRESS CO.**  
Established 1918

For Shippers' Convenience, States, Cities

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Established 1926

**MIFFLIN WAREHOUSE CO.**

N. Washington Ave. & Pine St., Scranton 9, Pa.

**MODERN WAREHOUSE SERVICE**

New one story structure, completely sprinklered and fully  
palletized.  
Private siding Erie Railroad. Pool car distribution.  
Experienced personnel.

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**THE QUACKENBUSH WAREHOUSE CO.**

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**WAREHOUSING AND DISTRIBUTION since 1894**

**A. D. T. Protection**  
**STORAGE-IN-TRANSIT • DL&W SIDING**

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ALL DISTRIBUTION AND STORAGE SERVICES FOR  
GREATER CHARLESTON AND SOUTH CAROLINA

**BERKELEY STORAGE COMPANY**

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40,000 SQ. FT. • PRIVATE SIDING • SPRINKLER PROTECTED

Member: S.E.W. & N.A.

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**Merchandise and Household Goods  
STORAGE and DISTRIBUTION**

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service. Low Insurance Rates.

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AND FORWARDING CORPORATION**

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Est. 1928—31 Years of Reliable Service

The Ideal Spot for Distribution to the  
SOUTHEASTERN STATES

**CAROLINA BONDED STORAGE CO.**

P. O. Box 1889, Columbia, So. Car.

There is no substitute for experience. Specialists in Pool  
Car Distribution—Merchandise Storage. Private rail sidings  
—Modern buildings and equipment. Reasonable charges—  
Call on us for real service.



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**Chattanooga Warehouse & Cold Storage Co.**

1300 Block, Market St., Chattanooga 2, Tenn.

**Merchandise and Cold Storage**  
**Pool Car Distribution—In-Transit Storage**  
Member of AWA—American Chain of Warehouses

### CHATTANOOGA, TENN.

Telephone AMherst 6-4104

**CHEROKEE WAREHOUSES, INC.**

P.O. Box 148

Chattanooga, Tennessee

**Merchandise Storage and Distribution**

Represented By Affiliated Warehouse Companies  
105 W. Madison St. Chicago 2, Ill. Phone: State 2-5180  
36 W. 44th St. New York 36, N. Y. MUrray Hill 2-8927



and Firms are Arranged Alphabetically

## MEMPHIS, TENN.

**JOHN T. MAYER WAREHOUSE & TERMINAL, INC.**  
1157 TERMINAL Call 39-2451 or 35-7007

**BONDED WAREHOUSE**  
MODERN ONE STORY—SPRINKLERED  
COMPLETELY MECHANIZED  
• AUTOMOBILE • APPLIANCE • HEAVY EQUIPMENT  
POOL CAR DISTRIBUTION & STORAGE IN TRANSIT  
Located on the Frisco-Illinois Central & Missouri Pacific & L&N  
with Reciprocal Switching

## MEMPHIS, TENN.

### COMPLETE WAREHOUSE FACILITIES



for the proper Storage  
and Distribution of your  
Merchandise in the Memphis trade area.

### POOL CAR DISTRIBUTION

*We invite your Inquiries*

CHICAGO OFFICE, 53 W. Jackson Blvd.  
NEW YORK OFFICE, 250 Park Avenue



### MIDWEST TERMINAL WAREHOUSE CO.

61 West Georgia Avenue, Memphis 5, Tenn.

Owned and Operated by the ST. LOUIS TERMINAL WAREHOUSE CO., ST. LOUIS, MO.

## MEMPHIS, TENN.

W. H. DEARING, President

### POSTON WAREHOUSES, INC.

Established 1894

671 to 679 South Main St., Memphis 2

Insurance Rate \$1.20 per \$1,000 per Annum. Distribution a Specialty  
Merchandise storage, dependable service, free switching. Local cartage  
delivery. Illinois Central and Cotton Belt Railway tracks. Automatic  
sprinkler. A.D.T. watchman.

## MEMPHIS, TENN.

### VAIDEN WAREHOUSE

693-699 So. Main St., Memphis 2, Tenn.

#### Merchandise Storage

Brick, Concrete, Sprinklered Warehouse, ADT Automatic fire alarm. Private siding:  
Ill. Central, Btl. & S.W. RR. Consign shipments via any RR. Pool car distribution.  
Branch office facilities.

Member Southeastern Assn.

## NASHVILLE, TENN.

USE THIS NEW MODERN WAREHOUSE  
TO CUT YOUR DISTRIBUTION COST  
AND TO SERVE YOUR CUSTOMERS BETTER



### GENERAL MERCHANDISE STORAGE

SPOT STOCKS

POOL CAR DISTRIBUTION

CITY DELIVERIES AND SHIPMENTS MADE PROMPTLY

STORAGE IN TRANSIT

PRIVATE R.R. SIDING, 18 CAR CAPACITY

UNLIMITED FLOOR LOAD

ALL FIREPROOF CONSTRUCTION WITH  
SPRINKLER SYSTEM AND ADT PROTECTION

INSURANCE RATE 6.3 CENTS PER \$100 PER YEAR

MEMBER AMERICAN WAREHOUSEMENS ASSOCIATION

**BOND CHADWELL CO.**

Alpine 5-2738

Teletype NY 364

NASHVILLE 1, TENN.

## NASHVILLE, TENN.

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### Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Automatic Sprinkler System—Centrally Located

## TTMA Expands to Form . . .

(Continued from Page 58)

riers? As an industry, we are on record in favor of that very thing."

"Subject . . . perhaps to some qualification," Cooper said, "I believe we are entering an era of far greater coordination between the various types of transport than this nation has ever known in its history. Just as we have established for the rest of the countries of the earth the proper role of the motor truck . . . we are about to show the way in the field of coordinated transport."

### New Officers

In addition to the election of Alexander, who is sales manager

of Lufkin Foundry & Machine Co., Lufkin, Tex., as president, one regional vice president was elected. He is T. K. Dorsey, executive vice president of Dorsey Trailers, Inc., Elba, Ala.

Re-elected were F. S. Neumann, Fruehauf Trailer Co., northeastern vice president; George Mercer, 3rd, Great Dane Trailers, southeastern vice president; and P. M. Meinmiller, Utility Trailer Manufacturing Co., western vice president. Ralph Veenema, of Veenema & Wieggers, Inc., was re-elected treasurer. John B. Hulse, of Washington, D. C., was renamed managing director. •

(Resume Reading on Page 66)

### Carrier Replaces Fleet



To increase utilization of its truck-tractor fleet, General Expressways, Inc., has taken delivery of 125 International replacement units. Because of replacement, General Expressways has been able to cut the size of its road fleet by 20 per cent without affecting service

# CORPUS CHRISTI, TEXAS

Newest Warehouse in South Texas

## CROCKER TRANSFER & STORAGE CO., INC.

• Brand New, All Concrete & Masonry • Completely Palletized  
• Merchandise & Household Goods Storage • Sprinkler-Equipped  
• Air-Conditioned Rental Offices & Display Room • Pool-Car Distribution  
• 6-Car Private Siding—Free Switching • 47,500 Square Feet  
LOWEST INSURANCE RATES IN AREA  
817 Brewster St. • P.O. Box 1856 • T.W.X. CC060 • Telephone TULIP 4-9331  
Members: American Chain of Warehouses—N.F.W.A.—S.W.T.A.—  
Allied Van Lines, Inc.

# DALLAS, TEXAS

THE BIG WHEEL IN THE SOUTHWEST  
SINCE 1875

Our 94th Year



Teletype  
DL-344

Gus K. Weathered, Pres. C. E. Bradley, Vice-Pres.  
Modern Fireproof Construction—Office Displays,  
Manufacturers, and Warehouse Space

MEMBERS: A.W.A., N.F.W.A., American  
Chain of Warehouses, Southwest Warehouse  
& Transfermen's Assn., Rotary Club.

Operating H. & N. T. Motor Freight Line.  
Allied Van Lines, Inc., Agent.

**Dallas Transfer**  
**TERMINAL WAREHOUSE CO.**  
2ND UNIT SANTA FE BUILDING

# DALLAS, TEXAS

for ALL the Southwest

we're



MERCHANDISE STORAGE AND DISTRIBUTION  
HOUSEHOLD GOODS STORAGE  
MOVING AND PACKING  
LONG DISTANCE HAULING

**INTERSTATE-TRINITY WAREHOUSE CO.**  
301 NO. MARKET DALLAS 2, TEXAS

# EL PASO, TEXAS

EL PASO TERMINAL WAREHOUSES, INC.



A COMPLETE SERVICE IN  
MERCHANDISE STORAGE AND  
DISTRIBUTION SINCE 1911

NORMAN W. NABLO  
Pres. & Gen. Manager  
421 Frederick St.



# EL PASO, TEXAS

Telephone: KEystone 2-1431

"BANKERS OF MERCHANDISE"—"SERVICE WITH SECURITY"

## WESTERN WAREHOUSES

1701 Bassett, El Paso, Texas

Lowest Content Insurance Rate

Storage of Household Goods & Merchandise, State Bonded, Private  
Trackage—T. & P. and So. Pac. Rys. Pool Car Distribution—Motor  
Truck Service, Agent for Lyon Van Lines. Represented by Allied  
Distribution, Inc., Chicago, Ill., & New York, N. Y.

# FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORING—POOL CAR DISTRIBUTION  
Our modern Centrally located warehouse is completely equipped to serve  
you with over 200,000 sq. ft. of merchandise and household storage space



Since  
1875

**BINYON-O'KEEFE**  
**STORAGE CO.**

Since  
1875



800 Calhoun St., Fort Worth 1  
Associated with Distribution Service, Inc.

For Shippers' Convenience, States, Cities

# FORT WORTH, TEXAS

• COMPLETE WAREHOUSING  
FACILITIES  
• POOL CAR DISTRIBUTION  
• MERCHANDISE & HOUSEHOLD GOODS STORAGE



KING OF THE MOVERS  
**JOHNSON**  
**STORAGE & VAN CO.**



## COMPLETE WAREHOUSING FACILITIES



IN FORT WORTH

MERCHANDISE STORAGE  
AIR CONDITIONED STORAGE  
COLD STORAGE



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"Service with Reliance"

## AMERICAN WAREHOUSES, INC.

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One Floor—Car Level—330,000 Square Feet—Fully Sprinklered, A.D.T.—  
Adequate Truck and R. R. spots. Member A.W.A. & S.W.T.W.A.

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# HOUSTON, TEXAS

New Location—Improved Facilities

## BETTER WAREHOUSING IN HOUSTON

Our new warehouse is 800 feet long by 250 feet wide with car spot on  
the Mo. Pac. R.R. for 20 cars at one time. Plenty of truck dock space  
with wide area to maneuver trucks and trailers.

This modern one-story property with high ceilings and unlimited floor  
load capacity is fully equipped with modern materials handling apparatus.

**HOUSTON CENTRAL WAREHOUSE AND COLD STORAGE CO.**

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ON 1-2626664 • ON 1-2626664 • ON 1-2626664

# HOUSTON, TEXAS

## Houston Terminal Warehouse & Cold Storage Company

701 No. SAN JACINTO ST., HOUSTON 2  
General Storage Cold Storage U. S. Customs Bonded  
A. D. T. Service Pool Car Distribution  
Office Space Display Space Parking Space

Lowest Insurance Rate  
New York Representative Chicago Representative  
Phone YUkon 6-7722 Phone HARRISON 7-3688

In  
Houston  
It's . . .

**HOUSTON** Warehouse Service  
INCORPORATED  
905 Live Oak Street

And For Pool Car Distribution

**HOUSTON** Freight Service  
INCORPORATED  
2121 Congress Avenue

A COMPLETE WAREHOUSE & DISTRIBUTION SERVICE

# HOUSTON, TEXAS

## PATRICK TRANSFER & STORAGE CO.

1117 VINE STREET, HOUSTON 2

Merchandise and Household Goods  
Storage—Pool Car Distribution  
Sprinklered—A.D.T. Watchmen  
Shipside and Uptown Warehouses  
A Fisher G. Dorsey Interest  
Member of N.F.W.A.—State and Local Ass'n.



and Firms are Arranged Alphabetically

## HOUSTON, TEXAS

### MERCHANDISE DISTRIBUTION Commercial Storage BONDED

Office Space — Parking Space  
**T.P.C. STORAGE & TRANSFER CO., Inc.**  
2301 Commerce Ave. Houston 2, Texas  
31 Years Warehousing Experience

## HOUSTON, TEXAS

A. C. "SPARK" CARTER  
Owner & Manager

### TEXAS SERVICE WAREHOUSE COMPANY 702 & 710 Pine Street

Private Rail Sidings — All Houston Railroads  
General Merchandise — Storage and Distribution  
Sprinklered Throughout A.D.T. Supervisory Service

## HOUSTON, TEXAS

### UNION TRANSFER & STORAGE COMPANY

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2202 Nance Street P. O. Box 305  
SPRINKLERED THROUGHOUT — SUPERVISED BY A.D.T.  
MOST MODERN FACILITIES IN SOUTHWEST  
OFFICES YEAR AROUND AIR CONDITIONED  
MERCHANDISE STORAGE EXCLUSIVELY  
A FISHER G. DORSEY INTEREST



## HOUSTON, TEXAS

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Merchandise Storage—Pool Car Distribution—Drayage Service  
A.D.T. Central Station Automatic Supervisory  
Sprinkler, Waterflow, and Fire Alarm Service  
Watchmen, U. S. Customs Bonded, Office Space  
Represented in all principal cities by  
UNIVERSAL CARLOADING & DISTRIBUTING COMPANY  
Division of UNITED STATES FREIGHT CO.  
Member: AWA—SWATA

## HOUSTON, TEXAS

Member: A.W.A.—S.W.A.T.A.—M.W.A.

### WALD TERMINAL WAREHOUSE CO., Inc.

3 Bonded Warehouses — 175,000 Sq. Ft.  
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Established 1914  
MERCHANDISE STORAGE • POOL CAR DISTRIBUTION  
Represented by: Distribution Service, Inc.  
New York—Chicago—San Francisco  
EXPERIENCE • SERVICE • RESPONSIBILITY



## SALT LAKE CITY, UTAH

Distributors of Furniture &  
Appliances Exclusively

### NOYCE TRANSFER CO.

736 West 3rd South, Salt Lake City, Utah  
We don't want ALL the carload distribution  
JUST YOUR'S

## SALT LAKE CITY, UTAH

Established 1890

### REDMAN VAN & STORAGE CO.

136 S. 4th West Salt Lake City 1, Utah

### Merchandise and Household Goods

87,000 feet on D. & R.G.W. Tracks  
Free Switching. A.D.T. Fire & Burglary  
Pool car distribution  
Local cartage. Our own trucks

Member: AWA-NFWA-UtahWA-ATA-UtahMTA—Agents for Bekins Van Lines



Represented By  
**Affiliated WAREHOUSE COMPANIES**  
105 W. Madison St. 36 W. 44th Street  
Chicago 2 New York 36  
ST 2-5190 MU 2-8927



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Fine Warehousing Since 1911

### Security Storage and Van Co.

500-530 FRONT STREET  
COLLECTIONS • POOL CARS • DISTRIBUTION  
MOTOR VAN AND LIFT VAN SERVICE  
Member—Nat'l. F.W.A.—Allied Van Lines

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Established 1892

Phone: Madison 2-3619

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SOUTHGATE TERMINAL

P. O. Box 840

### MERCHANDISE STORAGE

- Fully Mechanized and Palletized
- Centrally Located
- Pool Car Distribution
- Private Trackage
- Custom Bonded Space
- Local Truck Delivery Service
- Negotiable Receipts

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YUkon 6-7722

CHICAGO  
83 W. Jackson Blvd.  
Harrison 7-3088

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### TAYLOR-EDWARDS

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WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

## SPOKANE, WASH.

Serving SPOKANE and the INLAND EMPIRE

4 CENTRALLY  
LOCATED  
WAREHOUSES

WITH COMPLETE  
WAREHOUSING,  
DISTRIBUTION AND  
TRUCKING SERVICE

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41 East Gray Avenue, SPOKANE  
Phone: RI 8063 TWX SP 17

Member Firm  
PACIFIC NATIONAL WAREHOUSES, INC.  
ONE coordinated warehousing and pool-car distribution service

## SPOKANE, WASH.

### TAYLOR-EDWARDS

### WAREHOUSE & TRANSFER CO., INC.

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WAREHOUSING • DISTRIBUTION • TRUCKING

Represented By  
DISTRIBUTION SERVICE, INC.  
New York—Chicago—San Francisco

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WAREHOUSING:

Is Profitable  
For You

TRANSIT—POOL CAR—AREA CARTAGE

### Guaranty Storage

Office 100 10th St., Dunbar, W. Va. PO 8-4582

N.Y.C. AND C&O RECIPROCAL  
SIDINGS — SWITCHING



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ESTABLISHED 1903

## LEIGHT TRANSFER & STORAGE CO.

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Merchandise Storage  
Pool Car Distribution  
Transit Storage  
Household Goods Storage  
Heated—Unheated—Yard  
Storage  
Waterfront Facilities  
Stevedore Services

U. S. Customs, State and  
Public Bonded  
70 Car Track Capacity  
Modern Handling Equip-  
ment  
Private Siding on C&NW  
C&NP&P, G&W Lines  
Reciprocal Switching all  
lines



Complete local and over-the-road truck services  
with 70 units of all types of equipment, including  
low-bed trailers, winches and cranes.

AERO-MAYFLOWER MOVING AND STORAGE

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Phone Cherry 4-6255

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OF MADISON, INC.

MODERN ONE STORY OPERATION

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Cooler, Freezer and General Merchandising Storage  
Deep Water Dock, Private Siding  
on C.M.St.P. & P.R.R.



MILWAUKEE'S FINEST



A SOLID BLOCK OF  
RESPONSIBLE WAREHOUSING



ALSO LEASE RENTALS OF  
WHOLE BLDGS. OR PARTS  
SO. WATER & E. BRUCE STREETS

## ... PTC Spotlight

(Continued from Page 39)

tion their motor vehicles and thereby purchase registration plates in other states . . .

"This system recognizes the fact that many motor carrier operators have licensed their vehicles in more than one state and if they have already apportioned their fleet then it seems only fair and proper that they should purchase a portion of that fleet in the State of Illinois on a consistent basis such as 'base of vehicle' or 'mileage.'"

### Safety Awards

A feature of the PTC Annual Convention was the recognition

### Air Freight Containers



New aluminum containers which United Air Lines has placed in air freight service enable shippers to consolidate separate items into one compact package so that multiple handlings are eliminated. The container was designed by Grumman Aircraft

of 116 private truck fleets for perfect safety records in 1958. These fleets were operated by 11 company-members of PTC.

The companies which received these Gold Seal Awards were: The Borden Co., National Cylinder Gas, Esso Standard Oil-Memphis Division, Esso Standard Oil-Baltimore Division, Lloyd A. Fry Roofing Co., Inland Steel Products Co., Burlington Industries, Inc., Mueller Brass Co., Pet Milk Co., Standard Brands, Inc., Austin Packing Co., Certain-teed Products Corp., and Cowles Chemical Co.

Two new directors were elected. They are W. T. Davidson, National Gypsum Co., and John E. Merz, Jr., Corning Glass Works. Eleven directors were re-elected for three year terms. ●

(Resume Reading on Page 40)

and Firms are Arranged Alphabetically

## TORONTO, ONT.

Established 1913

TORONTO'S LARGEST

Merchandise Storage and Distribution Specialists



**HOWELL WAREHOUSES LIMITED**

Head Office: 222 FRONT ST., EAST TORONTO 2, CANADA

Telephone: EMpire 4-6111

Member of Canadian Warehousemen's Association

Represented by Allied Distribution, Inc.—Chicago, Ill. & New York, N. Y.

## TORONTO, ONTARIO TERMINAL WAREHOUSES LIMITED

1,000,000 Square Feet

Merchandise Storage

Refrigerated Storage  
Office Space  
Stevedoring  
Rail Sidings  
Fireproof

Field Warehousing  
Cartage

Free Switching  
Lowest Insurance

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## TORONTO, ONT.

ENQUIRIES INVITED

## TORONTO STORAGE CO. LIMITED

(Established 1916)

2/16 Berkeley St.

Toronto 2, Ont.

General Merchandise—Bonded & Free

1,500,000 cubic feet. Sprinklered.

Private Siding. Efficient Loading Facilities

Company Owned Trucks.

Members of Canadian Warehousemen's Association.

"Our Clients do the selling—we do the rest."

## MONTREAL, QUE.

## St. LAWRENCE WAREHOUSE INC.

1-VAN HORNE AVENUE, MONTREAL, CANADA

200,000 SQ. FT. OF MODERN FIREPROOF SPACE LOCATED

IN THE EXACT CENTER OF THE CITY OF MONTREAL

Canadian Customs Bonded. Private Siding — 8 Car

Capacity — Free Switching — All Railroad Connections

Represented by

**ALLIED DISTRIBUTION, INC.**

CHICAGO, ILL.

NEW YORK, N. Y.



## Free Literature . . .

(Continued from Page 53)

### Lift-Truck Design

Performance, construction, and maintenance are important things to consider in selecting the correct lift truck for handling jobs, according to a 14-page brochure available from Hyster Co. It describes a series of pneumatic tired trucks in the 3000 to 5000-lb capacity range. Maneuverability, travel speeds, grade climbing ability, and visibility are discussed also.

Circle No. 81 on Card, Facing Page 53

### Anti-Dust Drum Covers

Drum covers to prevent dusting and contamination during automatic weighing of chemicals, powders, and other materials are described in a new product data sheet offered by Richardson Scale Co. Two photographs illustrate the new bulletin, and two-dimensional drawings are provided to show components of a typical arrangement and to suggest installation methods.

Circle No. 83 on Card, Facing Page 53

### Rack Reference Library

A storage rack reference library is available from Tube-Strut Corp. It includes a 24-page course of instruction, dealing with the problem of storage racks, their design and construction, together with many individual case studies.

Circle No. 82 on Card, Facing Page 53

### Fork Attachment

Field Report No. 12-D1-37 compiled by Clark Equipment Co. describes how a Michigan automotive company saved \$8000 a year in labor costs by adapting a fork truck with a rotating clamp attachment to move boxes of small parts.

Circle No. 84 on Card, Facing Page 53

### Automobile Transporter Pallet



British Railways have a new transporter pallet for speeding the delivery of new cars. The cars are loaded on the pallets at the plant. Once on pallets they can be transferred untouched in batches from freight car to truck or vice versa

### Mounted Wheel Bulletin

A manufacturer of adhesives and mounted wheels offers a new two-color bulletin on its mounted wheels. All illustrations are full-size and show exact dimensions. Chicago Wheel and Mfg. Co. has prepared the literature.

Circle No. 85 on Card, Facing Page 53

### Margin Binders

Royal McBee Corp. has issued a brochure on its line of margin binders. They are specially designed to house active marginally punched forms. Models for both burst and unburst forms are available.

Circle No. 86 on Card, Facing Page 53

### Trolley-Busway System

A 44-page bulletin cataloging Feed-rail Corp's 100-ampere steel-enclosed trolley busway industrial electrification system now is available. There are special sections on installation planning and procedure, also.

Circle No. 87 on Card, Facing Page 53

### Water Resistant Belt

A conveyor belt that offers resistance to water absorption fungi, and molds is described in a data sheet recently published by B. F. Goodrich Industrial Products Co.

Circle No. 88 on Card, Facing Page 53

### Multi-Purpose Crane

A 12-page catalog produced by the Thew Shovel Co. describes its new 7-8-ton truck-mounted crane. It is convertible to shovel, dragline, clamshell, or hoe.

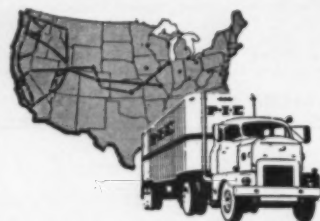
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### Whiteprint Equipment

A 16-page guide to whiteprint equipment and its various applications is offered by the General Aniline and Film Corp. The booklet has product photographs and a list of specifications for each model.

Circle No. 90 on Card, Facing Page 53  
(Resume Reading on Page 54)

**Shippers  
Agree...  
It's P-I-E!**



**P-I-E**

**PACIFIC INTERMOUNTAIN EXPRESS**

TERMINALS AND OFFICES  
IN PRINCIPAL CITIES

GENERAL OFFICES: P-I-E BUILDING  
14th AND CLAY STREETS

P. O. BOX 958 OAKLAND 4, CALIF.

## CLASSIFIED ADVERTISING

### SALESMEN WANTED

\$1000.00 A MONTH selling industrial shelving-parts bins-counters-shop equipment. Sold everywhere. Terrific commissions. Free 32 page catalog-jobber discounts. BFC Corporation, 2880 E. Hedley, Philadelphia 37, Pa.

### WANTED

MERCHANDISE OR HOUSEHOLD furniture warehouse or combination of both, interested in purchasing controlling interest or outright in city of 75,000 population or greater. Write Box 241, DISTRIBUTION AGE, Chestnut & 56th Streets, Philadelphia 39, Pa.

### WHSE. SOLICITATION

LARGE NEW YORK CITY General Merchandise Warehouse with sales staff seeks reciprocal solicitation with reputable warehouses throughout the U. S. Write Box 242, DISTRIBUTION AGE, Chestnut & 56th Streets, Philadelphia 39, Pa.

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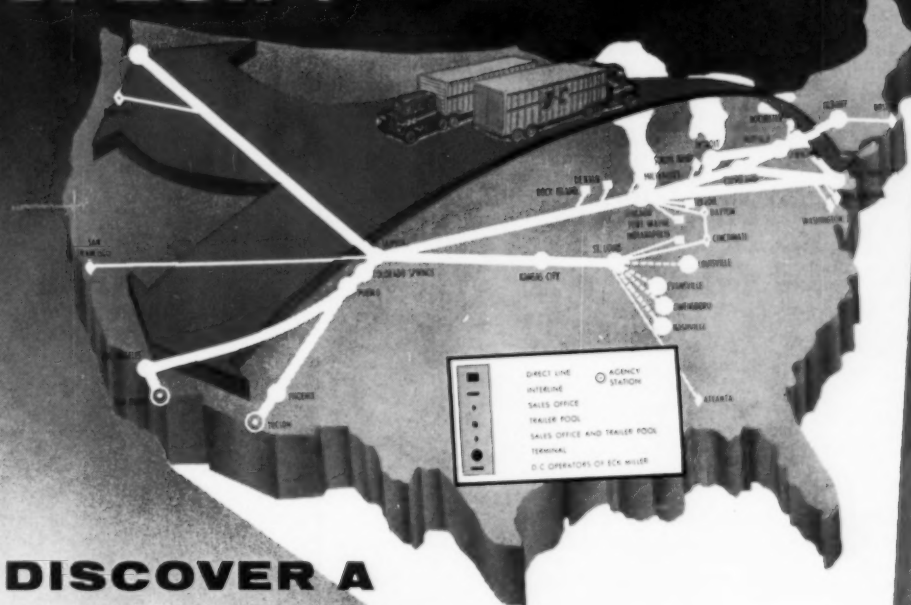
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# SPECIFY

# DC



## DISCOVER A World of Difference IN SHIPPING SERVICE

Yes, when you try D-C, you open the door to a whole new world of shipping convenience. You benefit from . . .

- Exclusive, one-carrier DIRECT service from coast-to-coast.
- Fast, 2-man sleeper cab service that goes straight through, with no transloading. Saves up to 20% in running time.
- One-carrier responsibility, one-carrier control of your shipment from pick-up to delivery—with experienced personnel, modern equipment and facilities ALL THE WAY!
- Dependability resulting from consistently careful, swift handling of your shipments.

Discover this NEW WORLD of shipping service for yourself. Mark your next shipment and your next order "D-C."

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ONE  
STEP  
ACROSS  
THE  
NATION



**DENVER CHICAGO TRUCKING CO., INC.**  
THE ONLY COAST-TO-COAST CARRIER



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|-------------------------------------|-------------------------------------|
| Albany, New York . . . UN 9-8416    | Los Angeles, Cal. . . . AN 1-0241   |
| Buffalo, New York . . . RE 3910     | Nashville, Tenn. . . . CH 2-5284    |
| Chicago, Illinois . . . LA 3-7440   | New York, New York . . . LO 4-3320  |
| Cleveland, Ohio . . . SH 9-1666     | IN Bergen, N. J. . . . UN 3-0900    |
| Colo. Springs, Colo. . . ME 2-1486  | Owensboro, Kentucky . . . MU 3-5363 |
| Denver, Colorado . . . DU 8-4567    | Phoenix, Arizona . . . AL 8-5321    |
| Detroit, Michigan . . . VL 3-9505   | Pueblo, Colorado . . . LI 3-4425    |
| Evansville, Indiana . . . HA 3-6487 | St. Louis, Missouri . . . CH 1-7830 |
| Kansas City, Mo. . . . HU 3-9343    | Seattle, Washington . . . MA 4-3850 |
| Louisville, Ky. . . . ME 6-1361     | Syracuse, New York . . . GR 1-4103  |

<sup>1</sup>D-C operators of Eck Miller—Terminal Cities

### OFF-LINE SALES OFFICES:

|                |                 |                     |
|----------------|-----------------|---------------------|
| Atlanta        | *Indianapolis   | **Rock Island, Ill. |
| Boston         | *Milwaukee      | San Francisco       |
| **Cincinnati   | *Philadelphia   | South Bend, Ind.    |
| *Dayton        | *Portland, Ore. | **Tulsa             |
| **DeKalb, Ill. | Rochester, N.Y. | Washington, D. C.   |
| **Ft. Wayne    |                 |                     |

\*With Trailer Pool

\*\*Trailer Pool Only

# AUTOMATIC Transporters

*Versatile... Compact...  
Powerful...*

**and how they'll cut  
your handling costs**

For the 1001 jobs that a walkie-type truck can do, it's your best materials handling buy. Naturally, it costs much less than a rider-type truck. So, the same money buys you more units...mechanizes more jobs with greater plant efficiency. The walkie costs less to operate...works easily in areas unsafe or too crowded for rider-type trucks, yet performs essentially the same functions.

**Find exactly what you need in  
Automatic's Complete Transporter Line**

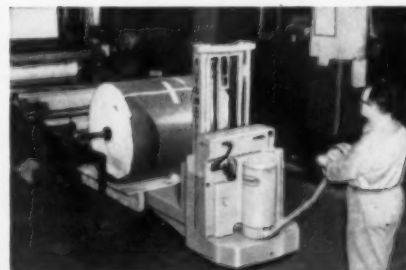
Automatic's 50 standard models...which include low-lift pallet and platform models, counterbalance-type stackers, straddle and platform-type stackers, and tractors...can be varied to satisfy the most highly specialized requirements. And you can have your Transporter on lease or budget purchase terms if you wish.



**High stacking** for pallet racks or unit loads, yet easily enters low over-the-road trucks. Only Automatic offers the NEW SKYLIFT Mast...68" mast lifts 144"...for cantilever-type stackers in 2000 lb. and 3000 lb. capacities. WST Models in 1000 to 4000 lb. capacities.



**Straddle stackers** handle loads in extremely narrow aisles. Load carried on forks between outrigger arms...eliminates counterweight. Model WAT, capacities 2000 lbs. and up.



**High-lift Platform Stacker** spots bulky skidded loads. Model WLT, capacities 2000 lbs. and up.

*Advanced Materials Handling  
At Less Cost To You*

**AUTOMATIC TRANSPORTATION COMPANY**

Division of The Yale & Towne Manufacturing Company  
115 West 87th Street—Dept. C-9—Chicago 20, Illinois  
WORLD'S LARGEST EXCLUSIVE BUILDER OF ELECTRIC-DRIVEN INDUSTRIAL TRUCKS



**SEND FOR FREE ILLUSTRATED BOOKLET**

**AUTOMATIC TRANSPORTATION COMPANY**  
Division of The Yale & Towne Manufacturing Company  
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☐ Send me a free copy of Transporter Facts & Factors.  
☐ Send me details of budget purchase and lease plans.

Name \_\_\_\_\_ Title \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City & Zone \_\_\_\_\_ State \_\_\_\_\_

Circle No. 15 on Card, Facing Page 53, for more information